

GRAIN DEALERS JOURNAL

Devoted to the construction and operation of better grain handling plants.

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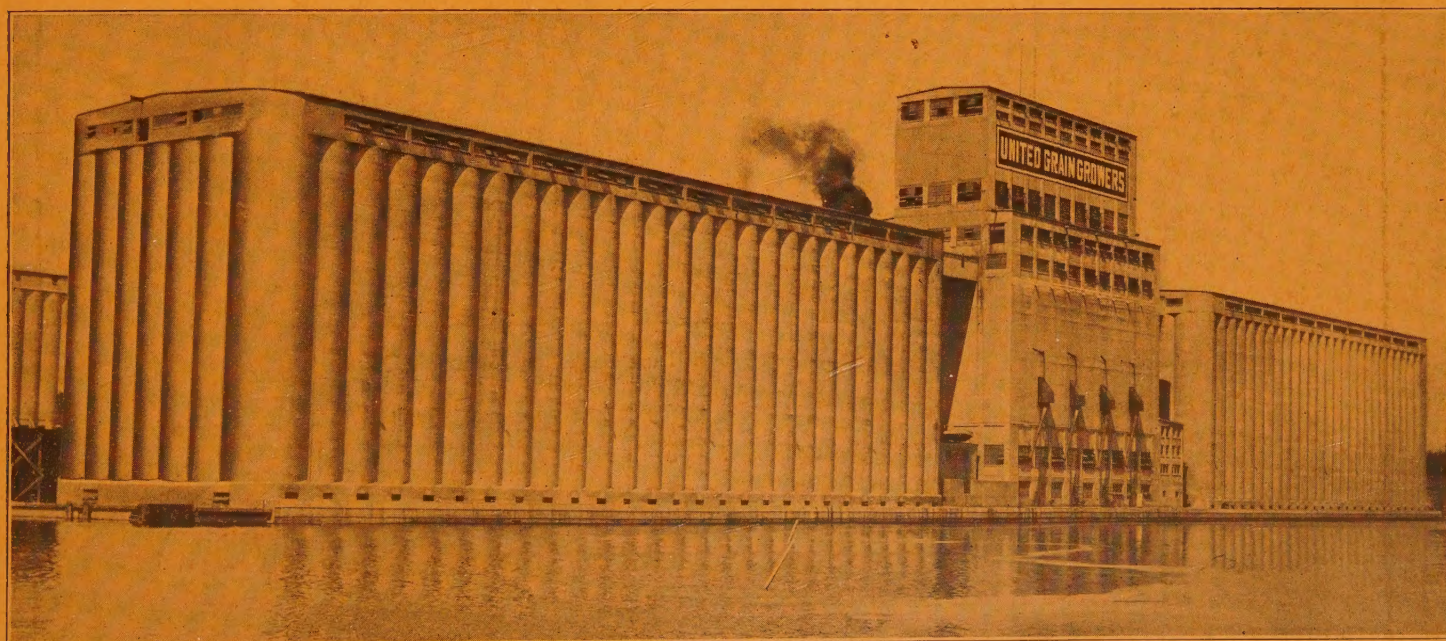
More Time to Pay Freight Charges

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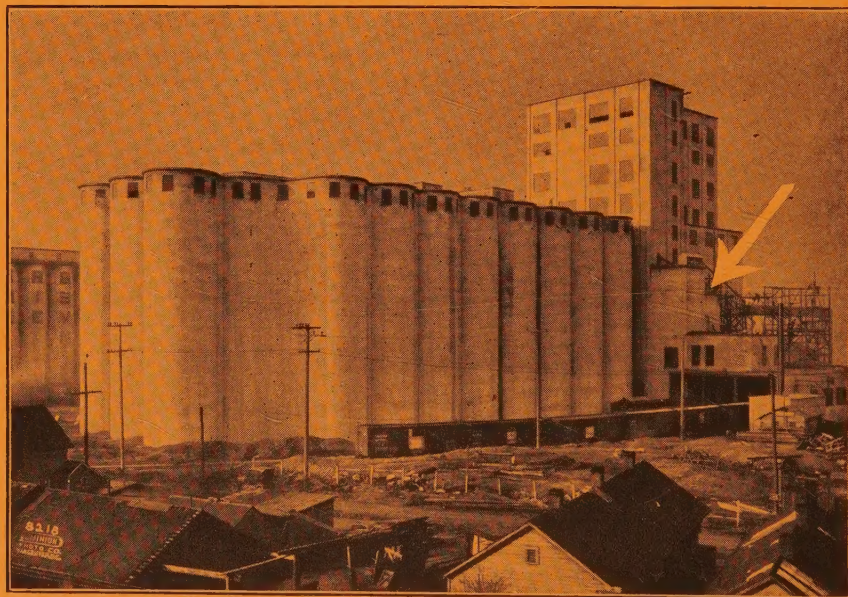
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Ernst Davis Commission Co., consignments.*
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(Continued on next page.)

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PEORIA (Continued).

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Rumsey, Moore & Co., consignments.*

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SOUTHWORTH & CO.

Grain, Seed, Cotton

Southworth's Weekly Review
FREE to all within our business range

JOHN WICKENHISER & CO.

Wholesale Grain Dealers
TOLEDO, OHIO

We make track bids and quote delivered prices. Solicit Consignments of Grain and Clover Seed. Members Toledo Produce Exchange and Chicago Board of Trade.

The C.A. KING & CO.

Grain Seeds
Cash Futures

"Ring King"

Reliable Service on
Consignments & Futures

Since 1887

H. W. De Vore & Co.
Toledo, Ohio

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Grain and Hay
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HARPER GRAIN CO.

Wabash Building

Modern elevator facilities
at your command.

SAMUEL WALTON CO.

EMPIRE BUILDING

PITTSBURGH, PA.

Established 40 Years

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GRAIN, HAY, STRAW AND FEED

JESSE C. STEWART CO.

GRAIN and FEED

Own and Operate the

IRON CITY GRAIN ELEVATOR
PITTSBURGH, PA.

Branch Office at Clarksburg, W. Va.

ESTABLISHED 1872

R. S. McCAGUE, Ltd.

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Corn, Oats, Hay and Mill Feed

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Herewith my check, please excuse oversight. Thanks for taking care of me. I surely appreciate the Grain Dealers Journal.—L. V. O'Neill, Bakersfield, Cal.

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Members

ST. LOUIS

Merchants Exchange
Members

CIPHER CODES

We carry the following cipher codes in stock and can make prompt shipment.

Universal Grain Code, board cover...\$1.50
 Universal Grain Code, flexible leather 2.50
 Robinson's Cipher Code, leather..... 2.50
 Miller's Code (1917), cloth..... 2.00
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GRAIN DEALERS JOURNAL
309 So. La Salle St. Chicago, Ill.

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"THE CONSIGNMENT HOUSE OF ST. LOUIS"
GRAIN, HAY, GRASS SEEDS, KAFIR, MILO

125 MERCHANTS EXCHANGE BLDG.

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Nanson Commission Co. GRAIN, HAY and SEEDS

202 Merchants Exchange Bldg., ST. LOUIS, MO.

LANGENBERG BROS. GRAIN CO. St. Louis
New Orleans

Established 1877

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MembersHandling
Consignments
and Futures
49 Years

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KANSAS CITY MO.

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Shippers Kaffir,
Feterita, Milo
Maize, Mill Feed

DAVIS-NOLAND-MERRILL GRAIN CO.

Board of Trade

Kansas City, Mo.

Operating

SANTA FE ELEVATOR "A"

6 000,000 Bushels

Modern Fireproof Storage



Ask for our bids on Wheat, Corn, Oats, Rye and Barley for shipment to Kansas City and the Gulf—Special Bin Storage Furnished at Regular Storage Rates.

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Board of Trade - Kansas City
 87 Board of Trade - Chicago
 N. P. Anderson Bldg. - Fort Worth, Tex.
 Produce Exchange - New York City
 Operators of Katy Elevator, 2,300,000
 bushels capacity, at Kansas City

WOLCOTT & LINCOLN

Incorporated

Operating Alton Elevator

CONSIGNMENTS

Future orders executed in all markets
1407-10 Board of Trade, Kansas CityHutchinson, Kans. Salina, Kans.
Wichita, Kans. Pratt, Kans.WHEAT
and
OATS

NORRIS GRAIN CO.

Norris Elevator—Murray Elevator

CORN
and
BARLEY

CONSIGN

ERNST-DAVIS COM. CO.
Kansas City

A. C. DAVIS GRAIN CO.

Grain Commission

Mill Orders a Specialty

Consignments and Future Orders Solicited
KANSAS CITY, U. S. A

SHANNON GRAIN COMPANY

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Figure the amount of advertising carried—Can you doubt our ability to **Produce Results**Grain Exchange
Members

OMAHA

Grain Exchange
MembersCorn—Wheat—Natural and Sulphured Oats and Barley
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UPDIKE GRAIN CORPORATION

Elevator Capacity 4,600,000 Bushels

CHICAGO—KANSAS CITY OMAHA DES MOINES—SIOUX FALLS—LINCOLN

CROWELL ELEVATOR COMPANY
OMAHA

Receivers and Shippers

GRAIN

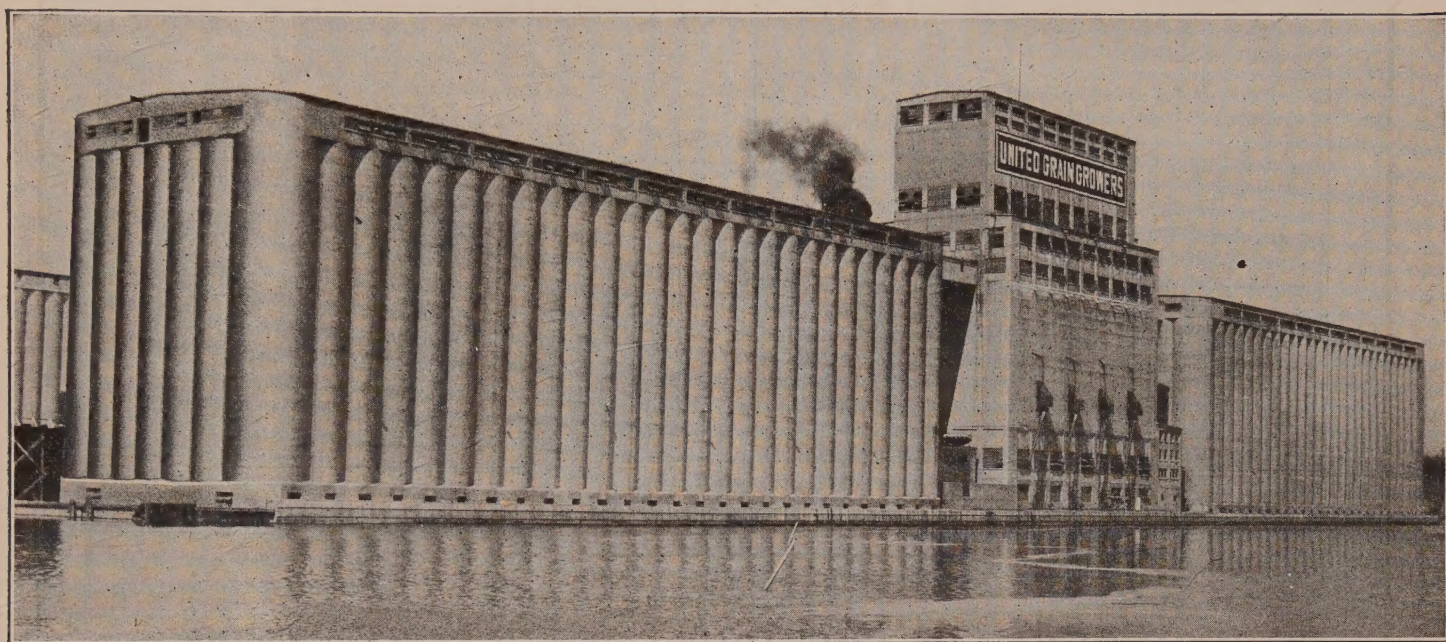
Consignments Solicited

C. D. Howe & Company

Consulting Engineers

Port Arthur, Ontario

Designing and Supervising Engineers Specializing in Grain Elevators



United Grain Growers, Ltd., Elevator at Port Arthur, Ontario

Capacity 5,500,000 Bushels

Designed by us and Built Under Our Supervision

Elevators Completed During 1927

United Grain Growers, Port Arthur.....5,500,000 bu.
 Union Terminal, Storage Addition..... 600,000 bu.
 Pool Terminal No. 5.....1,000,000 bu.
 Stewart Terminals, Ltd.....1,000,000 bu.
 Bawlf Terminal1,000,000 bu.
 Parrish & Heimbecker Co., Ltd..... 600,000 bu.

Canada Malting Co., Workhouse,
 Winnipeg 200,000 bu.
 Spillers Mill, Calgary, 3000 bbl. mill and
 storage of 500,000 bu.
 Burrard Elevator, Vancouver1,000,000 bu.
 Buckerfields, Ltd., Feed Mill and Ele-
 vator at Vancouver.

Elevators Now Under Construction

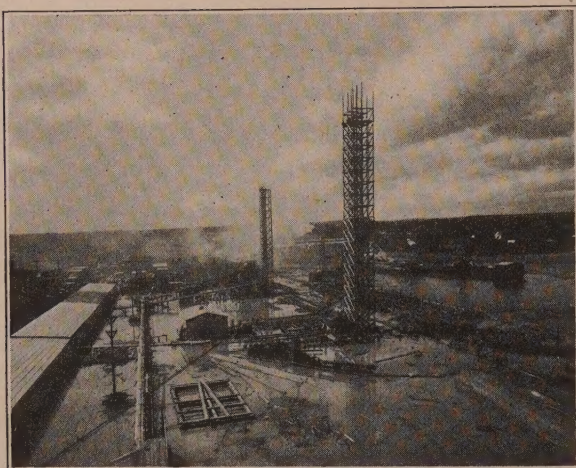
Pool Terminal No. 7, Port Arthur.....7,000,000 bu.
 Pool Terminal No. 2, Port Arthur, stor-
 age 800,000 bu.
 Pool Terminal and Docks at Vancouver..2,500,000 bu.
 Fraser River Elevator, New Westmin-
 ster1,000,000 bu.

Midland Pacific Elevator, North Van-
 couver 500,000 bu.
 Playfair Elevator, Toronto2,000,000 bu.
 Collingwood Elevator, Collingwood....2,000,000 bu.
 Lower Lakes Terminal, Prescott.....5,000,000 bu.

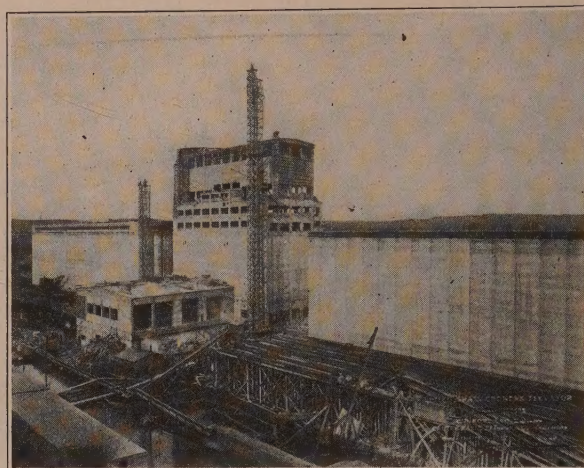
5,500,000 Terminal Elevator

for

United Grain Growers, Ltd., Port Arthur, Ont.



Date, June 25, 1927—Pile driving well started and construction plant being erected.



Date, October 26, 1927—Four months later. Buildings practically completed and equipment being installed.

C. D. Howe & Co., Designers and Engineers

Partial List of Materials Used in Construction

16,000 piles. 4,000,000 feet lumber. 2,000 tons reinforcing. 75,000 cubic yards aggregate.
100,000 barrels cement. 1,000 tons steel spouting and plate work.

This is the latest of a group of terminal elevators with a total capacity of 17,000,000 bushels built by us in Western Canada during the last five years and including the following:

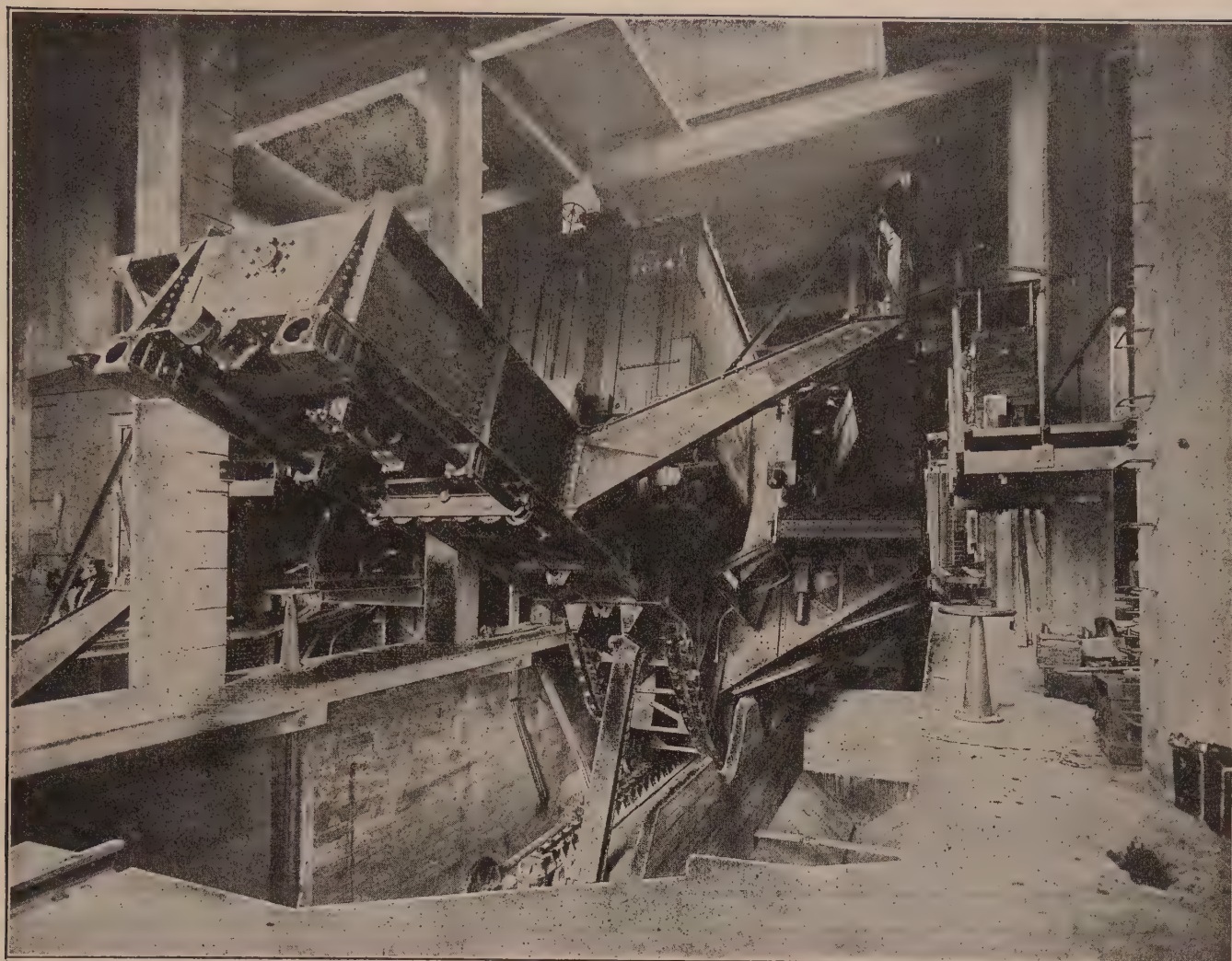
Bawlf Terminal Elevator - - - - -	Port Arthur, Ont.
Stewart Terminal Elevator - - - - -	Port Arthur, Ont.
Manitoba Co-Op. Wheat Producers - - -	Port Arthur, Ont.
Canadian Government Elevator - - - -	Edmonton, Alta.
Canadian Government Elevator - - - -	Prince Rupert, B. C.

Carter-Halls-Aldinger Co., Ltd.

Contractors

Winnipeg

Vancouver



**One of the
DOMINION-HOWE
Grain Car Unloaders**

designed, fabricated and erected by us.

We have recently installed the following unloaders:

4 for Canadian National Rys. Elevators	/ / / /	Port Arthur
2 for Dept. of Trade and Commerce	/ / / /	Edmonton
3 for United Grain Growers Elevators	/ / / /	Port Arthur

AND UNDER CONSTRUCTION

3 for Alberta Pool Elevators Ltd.	/ / / / /	Vancouver
-----------------------------------	-----------	-----------

We design, fabricate and erect all types of structural steelwork.



HINCKLEY DRIVES

Have Elevated More Grain Than All
Other Types Combined

This Tremendous Popularity Is Due
to Four Reasons—

Practical Design
Highest Efficiency
Unexcelled Quality
Lowest Market Price

Exclusive Use of
Link-Belt Silent Chain

and

Hyatt Roller Bearings

Add Years of Service to the

Hinckley

Manufactured by

Link Belt Supply Co., Minneapolis
Minnesota

Will It Be Wet or Dry?

We refer to the 1928 grain
crop, not the November election.

If the moisture content of the
grains you store is high a lot of
unnecessary expense is saved, and
the possibility of loss by heating
reduced to a minimum, when your
bins are equipped with the

**Zeleny Thermometer
System**

To know the condition of your
grain at all times is to add years
to your life and pleasure to your
organization as well as making
your bank balance larger. Think it
over. Information and prices
cost you nothing. Why not write
us?

Zeleny Thermometer Company
542 South Dearborn St. Chicago, Ill.

Have You Adequate Weighing Facilities?

You are gambling with your profits if you haven't, because neither
receiver nor carrier will recognize your weights unless you can
demonstrate the adequacy of your equipment.

RICHARDSON AUTOMATIC GRAIN SCALES

are adequate because they can, when correctly operated, be
found to

1. Check, with inimitable closeness, with the finest supervised
carload hopper scales in same elevator.
2. Check with finest known tolerance for cross town move-
ments with supervised honestly-operated Hopper or Track
scales on cross town cars.
3. Check with supervised honestly-operated Carload hopper
scales at distant terminal within the same tolerance allowed
between two carload hopper scales at two of the best mar-
kets, provided no leakage, theft or transfer occurs en route.

Equip for honest weighing and get all that's rightfully yours!

RICHARDSON SCALE COMPANY

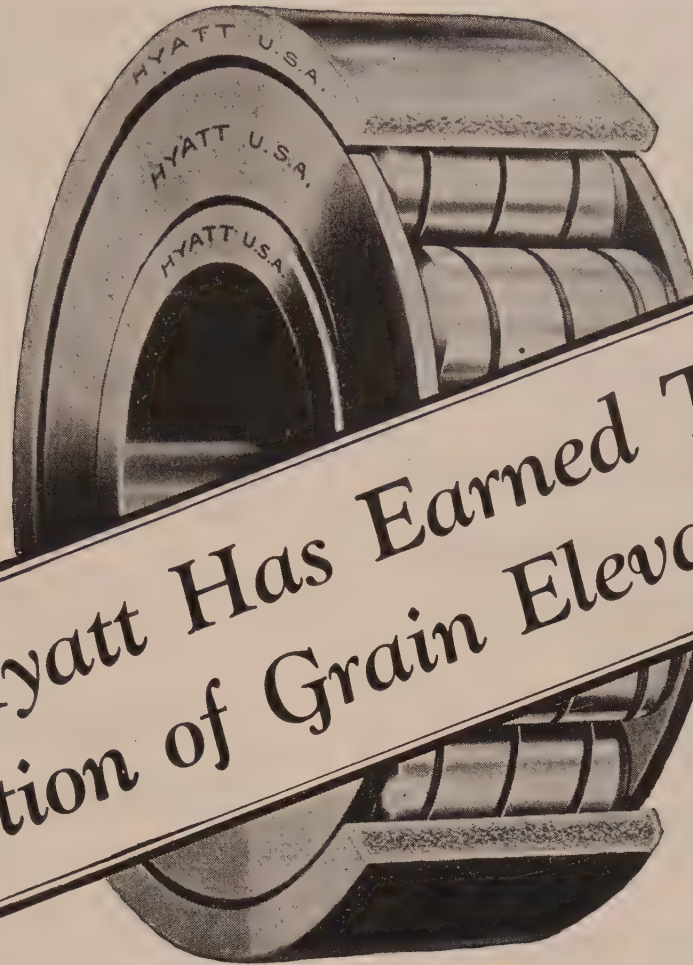
Clifton, New Jersey

CHICAGO

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In their matchless performance, sturdy Hyatts have supplied the final endorsement of anti-friction bearings.

In grain elevator conveyor systems . . . in elevator transmission and mechanical equipment . . . the endurance and economy made possible by the application of Hyatt Roller Bearings have won them overwhelming preference.

With Hyatts, power waste, friction, wear and lubrication needs are minimized. Smoother running equipment . . . longer life . . . lower production costs are assured.

It is to your advantage to specify Hyatts. They protect your machinery and your profits.

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ROLLER BEARINGS

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J. A. KING, President
A Legal Reserve Mutual Fire Insurance Company

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LUVERNE, MINN.
We write Fire and Tornado Insurance covering Grain Elevators and contents, also Dwellings and Mercantile property.
OVER HALF A MILLION DOLLARS RETURNED TO OUR POLICYHOLDERS IN 26 YEARS
ASK ABOUT OUR SAVING PLAN

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W. J. Shanard, Vice-Pres. E. H. Moreland, Secretary



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Carefulness will prevent fires at all times, but it will pay biggest dividends during the harvest period. Well-filled water barrels on every floor with good buckets at each barrel are elements of carefulness.

GRAIN DEALERS NATIONAL MUTUAL FIRE INS. CO.
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Indianapolis, Ind.

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is essential to the security of an insurance company.

Selection of an Insurance Company

is just as essential to the security of an assured.

The "MILL MUTUALS" fulfill the most rigid requirements.

Write your insurance company or this office for details.

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Any Size or Capacity
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Elevators, Mills, Warehouses
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Estimates Cheerfully Furnished
HOGENSON CONSTRUCTION CO.
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Specialists In
Grain Elevator Construction

Our elevators stand every test
Appearance, Strength, Durability
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Estimates and information promptly furnished

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elevators have won the confidence of discriminating grain dealers for long and economical service.

W. H. CRAMER
CONSTRUCTION CO.
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Plans and Specifications Furnished

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is yours**

If you are the first to apply for it.

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We invite you--

... to invite us to bid on contemplated construction. Our record of designing and building grain elevators has attracted such grain interests as the Philadelphia Grain Elevator Company and others. Write for the "Long List," it is yours on request.



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Grain Elevators, Transfer Houses,
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**"If Better Elevators are Built
 They will STILL be Youngloves"**

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 Concrete Pits that ARE Waterproof

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Designers and Constructors
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of Grain Elevators, Flour Mills

*Feed Mills, Warehouses
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It Pays to Plan Before You Build

I enjoy the Journal very much and find many good points for my business.—K. L. Heinz, Champaign, Ill.



Use White Star Special Cups, made and shipped only from the White Star Factory. *Accept no substitutes.* These cups are hand riveted; they stand up and their capacity is guaranteed.

Our Special Boot is the only non-chokable ball-bearing boot on the market, to the best of our knowledge.



One of
Several Elevators

Designed and Built by us Throughout Canada

The More Recent are

The Reliance Terminal Elevator	Port Arthur
The Jas. Richardson & Sons Elev.	Port Arthur
The Northwestern Elevator	Fort William
The Great Lakes Elevator	Owen Sound

**THE BARNETT-McQUEEN
CONSTN. CO., LIMITED**

Designers and Builders of Grain Elevators

Fort William, Ont.

Duluth

Minneapolis, Minn.



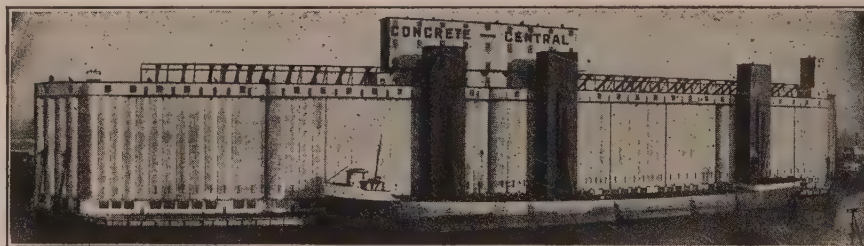
FOLWELL ENGINEERING CO.

Engineers and Constructors

333 North Michigan Avenue
CHICAGO, ILLINOIS, U. S. A.

3,000,000 Bushel Concrete Grain Elevator
Designed and Built for
A. E. Staley Mfg. Co., Decatur, Ill.

Operated by
The Eastern Grain,
Mill and Elevator
Corporation

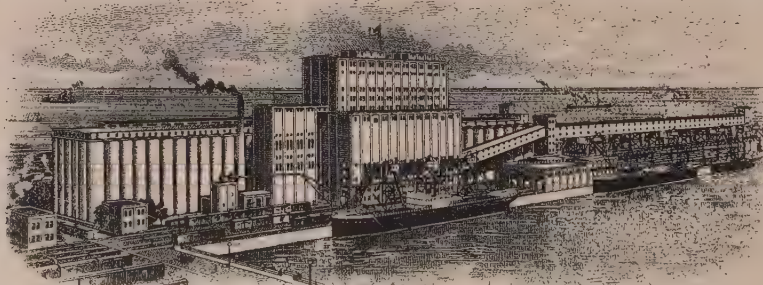


Concrete-Central
Elevator, Buffalo,
N. Y.
Capacity
4,500,000 Bushels

Designed and Built by

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Capacity
5,000,000
Bushels



Equipped with
Four Stewart
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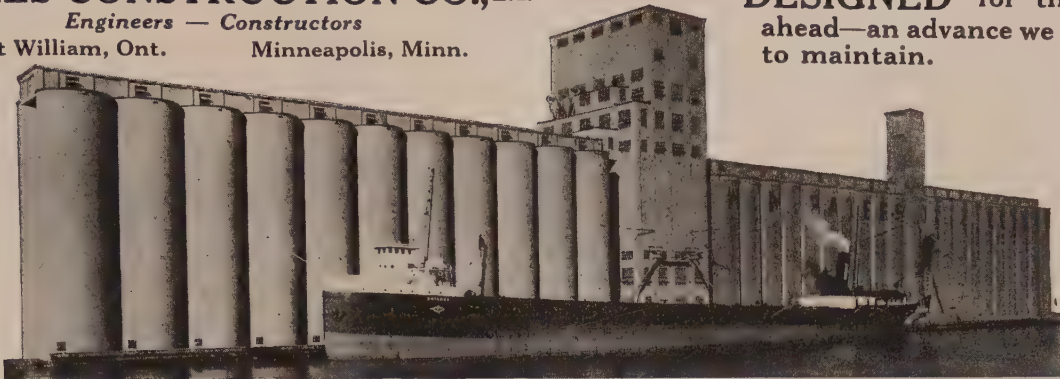
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Fort William, Ont. Minneapolis, Minn.

DESIGNED for the years
ahead—an advance we propose
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N. M. Paterson Co., Ltd. 2,500,000 Bu. Elevator Fort William, Ont.

Santa Fe Elevator "A"

Kansas City, Kans.

Capacity
6,500,000 Bushels



John S. Metcalf Co.

Grain Elevator Engineers and Constructors

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33 Henrietta Street, Strand, London, England

Enid Terminal Elevator Co.

Enid, Oklahoma

Capacity, 1,100,000 bushels

An exact duplicate of this elevator was
also designed and built by us for

Southwest Elevator Co., Enid, Okla.

Jones-Hettelsater Construction Co.

Grain Elevators—Flour and Feed Mills

708-9 Mutual Building

Kansas City, Mo.



FORM JACKS

for
Grain Elevator and
Grain Storage
Construction.

Accurately Machined.
Quick and Easy Operating
Positive Clutch.

Write for prices to

**THE WESTERN IRON
& FOUNDRY COMPANY**
Wichita, Kansas



Folwell-Sinks Form Lifting

Jacks and Steel Yokes

for Grain Elevator, Silo
and Coal Pit Construction

Manufactured and Sold by

NELSON MACHINE CO.

WAUKEGAN, ILL.



Patented

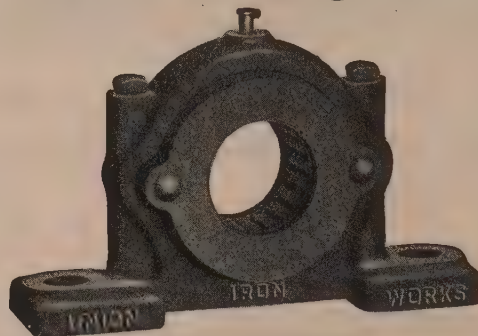
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The Safe Fumigant for
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Wagon Loads Received has columns headed: "Month, Day, Name, Kind, Gross and Tare, Net Pounds, Bushels, Pounds, Price, Dollars and Cents, Remarks." It has 200 pages, size 9¼ x 12 inches, and room for 4,000 loads. Printed on linen ledger paper, with strong cloth covers and keratol corners and back. Shipping weight, 2 lbs. Order Form 380. Price \$3.00.

Receiving and Stock Book. Many dealers prefer to keep each kind of grain received from farmers in separate columns so each day's receipts may be easily totaled. This book is designed for this purpose. It contains 200 pages, size 9¼ x 12 inches, and will accommodate 4,000 loads. Well bound in black cloth and keratol back and corners. Shipping weight, 2½ lbs. Order Form 321. Price \$3.00.

Grain Receiving Ledger is an indexed book especially adapted for keeping individual accounts with farmer patrons. Each page is 8½ x 13½ inches, numbered and ruled for 44 entries. Ledger paper and well bound in cloth with keratol back and corners. 228 pages. Shipping weight, 3 lbs. Order Form 43. Price, \$3.50.

Form No. 43 XX contains double the number of pages. Shipping weight 4½ lbs. Price, \$5.50.

Grain Scale Book is designed to assign separate pages to each customer and their names can be indexed so their accounts can be quickly located. It contains 252 numbered pages, of high grade linen ledger paper. Each page is 10½ x 15½ inches, will accommodate 41 wagon loads and it has a 28-page index. Well bound with cloth and keratol back and corners. Shipping weight, 4½ lbs. Order Form 23. Price, \$4.75.

Grain Dealers Journal

309 South La Salle St., Chicago, Ill.

The
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MORSE
"SAVINGS
PAYMENT"
PLAN**

For
REDUCING PRODUCTION COSTS

A Modern Method of Financing

Many operators of flour and feed mills know that power costs are absorbing profits—yet the thought of the initial investment prevents a change to Diesel equipment.

Fairbanks-Morse has worked out a plan whereby any well managed plant can arrange to secure the economy of F-M Diesels.

The plan is sound financing. It will be recommended by your banker as best for your interests.

The "Savings Payment" Plan is outlined in a special booklet which we will gladly send upon request. Just ask for Publication No. 3011. You will not be obligated in any way.


**POWER
PUMPING
AND
WEIGHING
EQUIPMENT**



FAIRBANKS-MORSE DIESEL ENGINES

FAIRBANKS-MORSE DIESEL ENGINES

*All mechanically
actuated valves in
the cylinder head
eliminated*

*No high pressure
air blast*

Fewer moving parts

Where do your power dollars go?



Diesel power has convincingly demonstrated its economies. In comparison with other forms of power *fuel cost* has been the outstanding factor of the many savings.

But Fairbanks-Morse has contributed to the field of Diesel power an additional saving that materially increases the size of your power dollar. The F-M Diesel is a simplified Diesel—an engine which adds to Diesel savings by decreasing *repair costs* far below the normal level of engine maintenance.

*"A Comparison of
Diesel Principles" is
an interesting booklet
describing the various
types of Diesel con-
struction and the re-
sulting operating
characteristics*

*Just ask for Bulletin
No. 1020*

By providing an engine of more than usual Diesel economy—but which eliminates inlet and exhaust valves and high pressure, complicated fuel injection auxiliaries—Fairbanks-Morse has pushed low cost Diesel power to even lower figures.

Your biggest economy with any Diesel is on *fuel*. Your biggest saving with a Fairbanks-Morse Diesel is *fuel and maintenance*.

In selecting the Diesel that will best utilize your power dollars look into this question of maintenance.

FAIRBANKS, MORSE & CO., Chicago

28 branches at your service throughout the United States

FAIRBANKS-MORSE DIESEL ENGINES



The Boss Air Blast Car Loaders Elevator Type

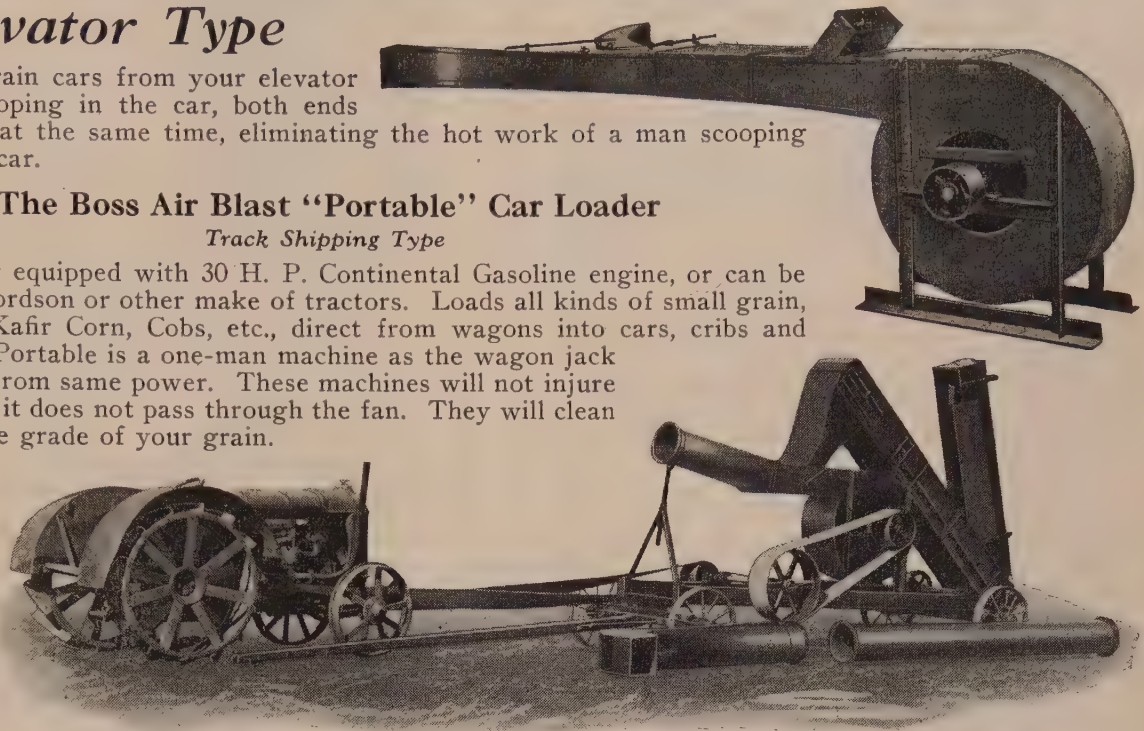
Will load grain cars from your elevator without scooping in the car, both ends being filled at the same time, eliminating the hot work of a man scooping back in the car.

The Boss Air Blast "Portable" Car Loader

Track Shipping Type

This Loader equipped with 30 H. P. Continental Gasoline engine, or can be driven by Fordson or other make of tractors. Loads all kinds of small grain, Ear Corn, Kafir Corn, Cobs, etc., direct from wagons into cars, cribs and bins. This Portable is a one-man machine as the wagon jack is operated from same power. These machines will not injure the grain as it does not pass through the fan. They will clean and raise the grade of your grain.

Write for Catalog F and prices and let us show you how these machines will make you money.



Maroa Manufacturing Co.

Maroa, Ill.

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on One Income.



Chicago Evening Post.



WINTER'S

Universal Elevator Drive

Equipped with Timken Roller Bearings

Winter's Direct Elevator Drives in single unit installations have elevated over 4,500,000 bushels of grain without showing any noticeable wear or requiring any attention other than oiling twice a year.

This proven fact from actual use makes Winter's Drive your best buy.

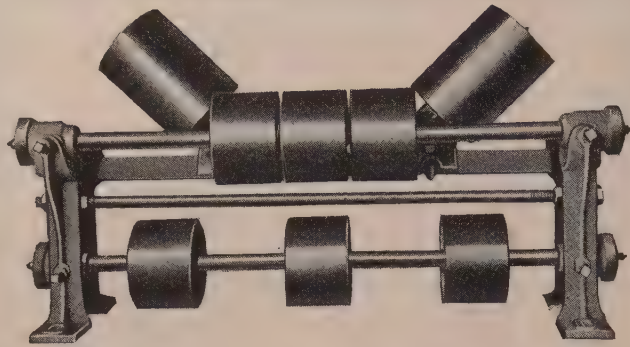
Users save 20% to 50% on power by using Winter's Drives. This can be accomplished by operating direct on head shaft, eliminating all belts, chains, sprockets, and counter-shafts.

NO CHAINS TO BREAK! NO BELTS TO SLIP!

Descriptive Literature Sent Upon Request

CLOW-WINTER MFG. CO.

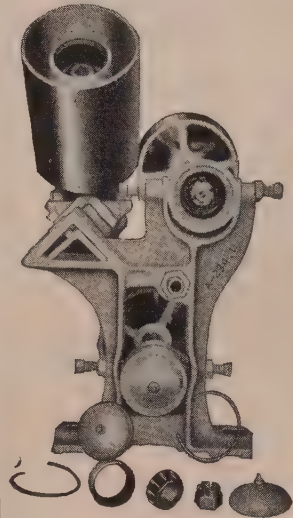
MINNEAPOLIS, MINN.



CONVEYING EQUIPMENT

Equipped with

TIMKEN ROLLER BEARINGS



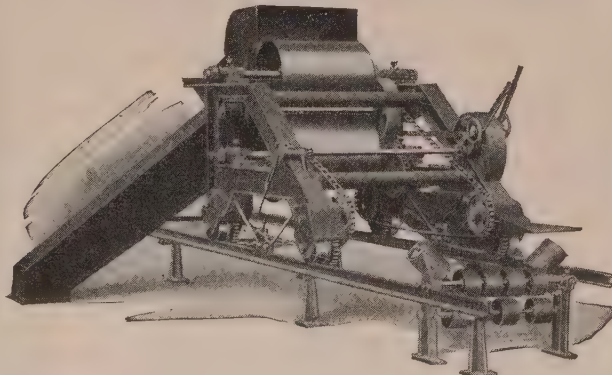
IT IS now possible to secure more efficient conveying equipment. It is manufactured by "Ehrsam" and equipped with Timken roller bearings. This type of conveying equipment makes for greatly increased economy and efficiency in operation.

"EHR SAM" Grain Handling & Milling Equipment

Ehrsam manufactures a complete line of grain handling and milling equipment. For over fifty years they have pioneered in equipment of this type. This insures complete satisfaction when ordering Ehrsam equipment.

J. B. Ehrsam & Sons Mfg. Co. ENTERPRISE, KANSAS

Manufacturers of Machinery for Flour Mills; Grain Elevators; Cement Plaster Mills; Salt Plants; Coal Handling and Rock Crushing Systems; Fertilizer Factories; Power Transmission, Elevating and Conveying Equipment.



The illustration shows the Ehrsam heavy duty self-propelled tripper. Equipped with roller bearings or collar oiling bearings and either worm gear or friction drive. A very efficient machine.



DAY Dust Collectors

have been standard equipment in better grain elevators for over forty years.

There's a Reason

The Day Company
Dust Collecting Engineers

1023-5 Lyndale Ave., N. Minneapolis, Minn.



Saves Your Men—
Saves Time—
Increases Profits

Humphrey
Employees'
Elevator

Write—
HUMPHREY ELEVATOR CO.

900 Division St., Faribault, Minn.

Improved Duplicating Grain Tickets

With the use of Form 19GT as a scale book much time and labor will be saved as one writing with the use of carbon will give you a complete record and a ticket for the hauler. Chance of error will be minimized as both the ticket and office record will be the same.

This book contains 250 leaves. Each of the 125 original leaves bears four scale tickets, is machine perforated, printed on white bond, size of tickets 3x6 $\frac{3}{4}$ inches. The 125 duplicates are printed on manila but not perforated. Check bound at top of tickets with hinge top cover, 500 tickets in each book arranged horizontally. Size of book 7 $\frac{1}{2}$ x12 inches, each book supplied with 5 sheets of carbon.

The printing is crosswise ticket and has spaces for the following record: "Owner, Hauler, Grain, Grade and Dock age, Gross, Tare, Net, Total Dockage, Net Pounds, Bushels, Price and Amount, Storage Ticket No., Station Ticket No., and Date, Weigher, Name of Firm or Buyer."

Form 19GT Duplicating (250 pages) \$1.50

Form 19GT Triplicating (375 pages) 2.00

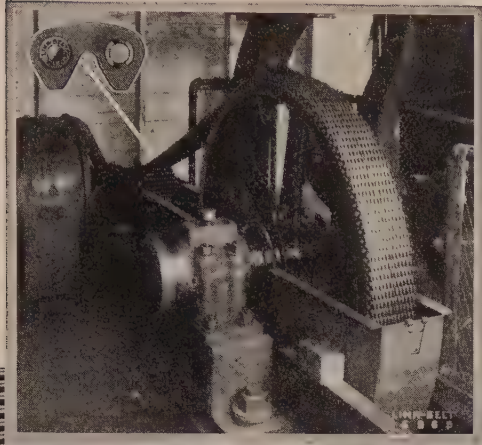
Grain Dealers Journal

309 So. La Salle St.

Chicago, Ill.

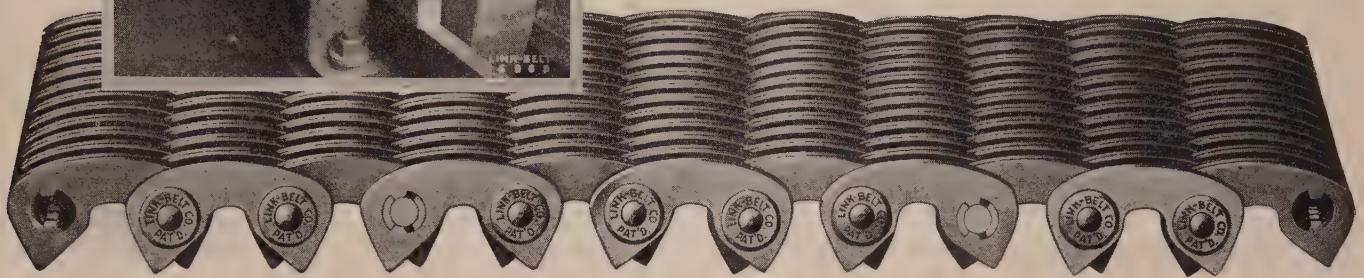
Chain Drives for Every Service

LINK-BELT builds every type of efficient and positive power transmission for any horsepower; for high or low speeds; or for minimum or maximum reductions.

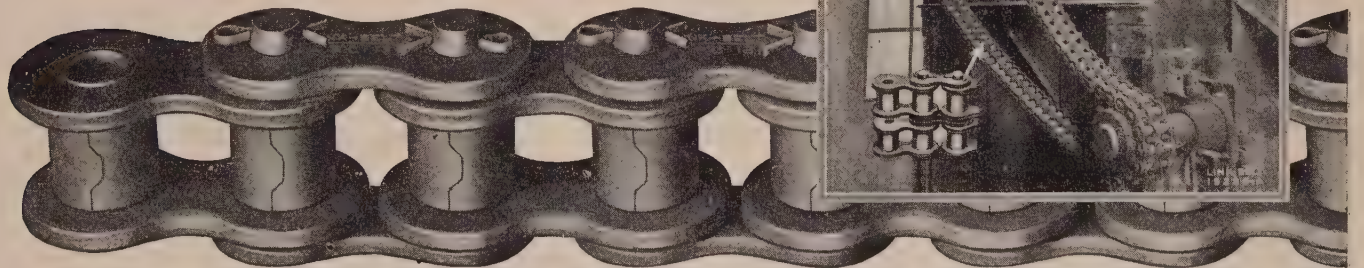
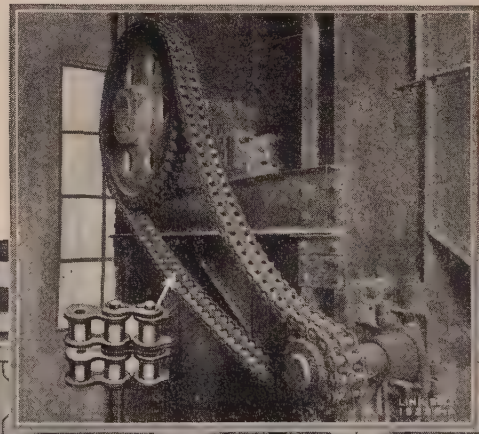


We are therefore in a position to offer unprejudiced recommendations as to the type of transmission most suitable for existing conditions.

In every industry—on practically every type of machine, Link-Belt Silent Chain today is proving its claims to greatest reliability, efficiency and economy. Its action is positive under all conditions. By actual test it delivers 98.2% of the energy of the prime mover. Send for copy of Data Book No. 125.



Link-Belt "Proof-Tested" Steel Roller Chain has greater "chain-mileage" built into it by the use of the famous Link-Belt Curled Roller, careful selection of materials, and heat treatments of all parts. Furnished in single and multiple strand widths. Data Book No. 257 sent upon request.



LINK-BELT COMPANY

3473

Leading Manufacturers of Elevating, Conveying, and Power Transmission Chains and Machinery

CHICAGO, 300 W. Pershing Road

INDIANAPOLIS, P. O. Box 85

PHILADELPHIA, 2045 W. Hunting Park Ave.

Ashland, Ky. - - - 100 W. Winchester Ave.	Charlotte, N. C. 909 Commercial Bank Bldg.	Huntington, W. Va., - Robson-Prichard Bldg.	New York - - - 2676 Woolworth Bldg.
Atlanta - - - 511 Haas-Howell Bldg.	Cincinnati - - - 419 Union Centre Bldg.	Kansas City, Mo., R. 436, 1002 Baltimore Ave.	Pittsburgh - - - 335 Fifth Ave.
Baltimore, Md. R. 800 Maryland Trust Bldg.	Cleveland - - - 527 Rockefeller Bldg.	Louisville, Ky. - - - 349 Starks Bldg.	St. Louis - - - 3638 Olive St.
Birmingham, Ala. - 229 Brown-Marx Bldg.	Dallas, Texas - 1101 Mercantile Bank Bldg.	Milwaukee - Room 1403, 425 E. Water St.	Utica, N. Y. - - - 131 Genesee St.
Boston - - - 1103-4 Statler Bldg.	Denver - - - 520 Boston Bldg.	Minneapolis, Minn. - - 418 S. Third St.	Wilkes-Barre - 826 Second Nat'l. Bank Bldg.
Buffalo - - - 554 Ellicott Square	Detroit - - - 5938 Linsdale Ave.	New Orleans - - - 621 S. Peters St.	

H. W. CALDWELL & SON CO.:—Chicago, 2410 W. 18th St.; New York, 2676 Woolworth Bldg.

LINK-BELT MEESE & GOTTFRIED CO.: San Francisco, 19th and Harrison Sts.; Los Angeles, 361-369 S. Anderson St.; Seattle, 820 First Ave., S.
Portland, Ore., 67 Front St.; Oakland, Calif., 526 Third St.

In Canada—LINK-BELT LIMITED—Toronto; Montreal; Elmira, Ont.

LINK-BELT

SILENT AND ROLLER CHAIN DRIVES

"Eureka - Invincible" Grain & Seed Cleaners and Feed Manufacturing Equipment



S. HOWES CO., Inc.

INVINCIBLE GRAIN CLEANER CO. SILVER CREEK, N.Y.



"EUREKA" - "INVINCIBLE" GRAIN CLEANING MACHINERY

Leaky Cars

You Know What They Cost

Kennedy Car Liners

SOLVE THIS PROBLEM

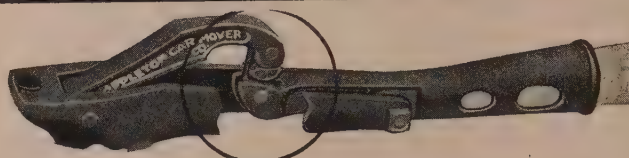
Prevent Leakage of Grain In Transit

**NO WASTE - EFFECTIVE
INEXPENSIVE - EASILY INSTALLED**

We Have Car Liners to Take Care of All Cases of Bad Order Cars
Inquiries for Details Invited.

The Kennedy Car Liner & Bag Co.

Shelbyville—Indiana
Canadian Plant At Woodstock, Ont.



The Atlas Car Mover

"When you put an Atlas under the wheel of a car there is never a question about moving it."

The most powerful car mover made.

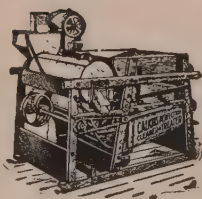
True compound action, two-piece non-slip spurs set at the right angle to best grip the rail. Covered by an absolute guarantee.

APPLETON CAR MOVER COMPANY

Appleton, Wisconsin

Stop Smut

Protect Your Farmers
and Yourself



Consider the losses your farmer patrons and yourself suffer each year from dockage for smut. YOU can prevent this and increase the yield by equipping your elevator with a Calkins Seed Treater which grades as well as treats.

Write for particulars

Calkins Manufacturing Co.

Hutchinson, Kans.

Spokane, Wash.

Coal Sales Book

(Improved)
For Retail Coal Dealers

It facilitates bookkeeping, and reduces the chance for error. Practically three books in one: 1. Original entry of all sales made. 2. Original entry of the scale weights. 3. Journal from which the posting is done.

It contains spaces for 10,000 wagon loads. Each page is ruled with column headings, as follows: Date, Ledger Folio, Buyer, Driver, Gross, Tare, Net, Kind, Price, Amount, Cash, Charge.

This book is 10½x15¾ inches and contains 200 numbered pages of linen ledger paper. Well bound with best binder board, covered with black cloth, with red keratol back and corners. Weight, 4 lbs.

Order Form 44 Improved. Price, \$4.00.

Grain Dealers Journal

309 So. La Salle St., Chicago, Ill.

Grain Shipping Record Books

Record of Cars Shipped. This form enables country shippers to keep a complete record of each car of grain shipped from any station, or to any firm. It has the following column headings: Date Sold, Date Shipped, Car Number, Initials, To Whom Sold, Destination, Grain, Grade Sold, Their Inspection, Discount, Amount Freight, Our Weight Bushels, Destination Bushels, Over, Short, Price, Amount Freight, Other Charges, Remarks. The book contains 80 double pages of ledger paper, size 9½x12 inches, and has spaces for recording 2,320 carloads. Well bound in heavy cloth with keratol back and corners. Shipping weight, 2½ lbs. Order Form No. 385. Price \$3.00.

Sales, Shipments and Returns. Is designed to save time and prevent errors. The pages are used double. The left hand pages are ruled for information regarding "Sales" and "Shipments"; the right hand for "Returns". The column headings enable you to make complete records for each transaction. The book contains 80 double pages, and index of ledger paper, size 10½x16 inches, will accommodate records for 2,200 cars. Bound in heavy canvas with keratol corners. Shipping weight, 3½ lbs. Order Form 14AA. Price \$3.75.

Grain Shipping Ledger for keeping a complete record of the shipments of 5,000 cars. Facing pages are given to each firm to whom you ship and page is indexed. This book contains 80 double pages of ledger paper with 16-page index, size, 10½x15½ inches, well bound with cloth covers and keratol back and corners. Shipping weight, 4 lbs. Order Form No. 24. Price, \$4.25.

Shippers Record Book. This book is designed to save labor in handling grain shipping accounts and gives a complete record of each car shipped. Its 80 double pages of ledger paper, size 9½x12 inches, provide spaces for 2,320 carloads. Wide columns provide for the complete record of all important facts of such transactions under their respective heads. Bound in heavy cloth with keratol back and corners. Shipping weight, 2½ lbs. Order Form 20. Price \$3.00.

Grain Dealers Journal

309 South La Salle St., Chicago, Ill.

Tell us what you need for your Grain Elevator and we'll tell you where to get the latest and best.

INFORMATION BURO

Grain Dealers Journal, 305 So. La Salle St., Chicago

What have you?

FOR SALE

An Elevator
Machinery
Seeds

Do you want?

An Elevator
Machinery
Position
Partner
Seeds
Help

Grain Dealers Journal

CHICAGO, ILL.

has 6,000 readers who would like to know. Tell them thru a 'For Sale & Want' Ad. Costs 25 cents per type line.

Cover's Dust Protector

Rubber Protector, \$2.00
Sent postpaid on receipt of price; or on trial to responsible parties. Has automatic valve and fine sponge.
H. S. COVER
Box 404 South Bend, Ind.



When In Minneapolis
Stay At

The NEW NICOLLET HOTEL

Opposite Tourist Bureau on
Washington Avenue
The Northwest's Finest Hotel.
600 rooms with bath or
connecting.

Every room an outside room.
Largest and Finest Ballroom
in Northwest.

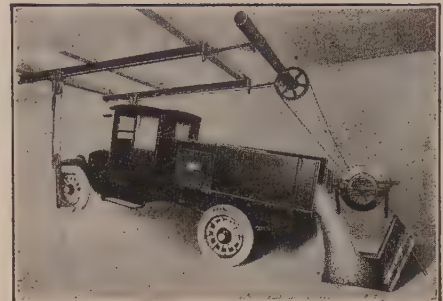
Rates:

59 Rooms at \$2.00	257 Rooms at \$3.50
68 Rooms at \$2.50	41 Rooms at \$4.00
84 Rooms at \$3.00	38 Rooms at \$5.00
Suites and Special Rooms at \$6.00 to \$9.00.	

MAIN DINING ROOM COFFEE SHOP

3 Blocks from both Depots, Retail Center and Wholesale Center.

Under Management
W. B. Clark



McMILLIN WAGON & TRUCK DUMP

We find that the McMillin Wagon & Truck Dump, installed in our plant this spring is all that you claimed for it and the question that we have been asking ourselves, since its installation, is How have we been able to get along without it in the past?

The speed in handling grain at our dump is not only gratifying to ourselves, but those hauling to our Elevator are pleased equally as well as are we. The extension track serves our purpose admirably and permits dumping Wheat, Corn or Oats in their respective floor openings without a moment's delay.

Yours very truly,

THE TIFFIN FARMERS
EXCHANGE CO.,
J. C. Sparks, Mgr.

Tiffin, O., 7/30/28.

You can be as well pleased

L. J. McMILLIN

525 Board of Trade Bldg.
Indianapolis, Ind.

Use Universal Grain Code

and reduce your telegraph tolls.

Prepared especially for the grain, millfeed and field seed trades.

It is arranged alphabetically and contains no ambiguities.

150 pages, size 4⁵/₈ x 7¹/₈ inches. Bound in flexible leather, \$3.00; Board covers, \$1.50, or in dozen lots \$12.00. Address Grain Dealers Journal, 309 South LaSalle Street, Chicago, Illinois.

Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

ELEVATORS FOR SALE.

IOWA—25,000 bu. cribbed elevator, feed mill and coal business. Doing over \$100,000 annually, mostly retail. Owner wishes to retire. 60K7, Grain Dealers Journal, Chicago.

IF YOU DO NOT find the elevator you want advertised, place your wants in the "Elevators Wanted" section and you will receive full particulars regarding many desirable properties not yet advertised.

FOR SALE—50,000 bu. steel elevator with Fairbanks wagon and truck scale and dump, hopper scales, Barnard and Leas grain cleaner, corn sheller, feed grinder, flour and feed warehouse. Good grain, dairy and poultry district. Address P. O. Box 164, Sarcosie, Mo.

FOR SALE—Elevator and storage for 12,000 bu. grain; hay barn, capacity 125 tons; flour house, capacity three cars; coal house, capacity 100 tons; and small modern residence on premises. Liberal terms will be given purchaser. Address P. O. Box 128, Haskell, Okla.

INDIANA ELEVATORS FOR SALE.

Owing to the sickness of Mr. Stiefel, we are liquidating our business and are offering our New Haven, Dawkins, Maples, Ossian and Eaton elevators for sale. For all information write.

Stiefel & Levy, Fort Wayne, Ind.

WANTED—A man or firm who will get on ground and can sell six Nebraska country elevators in good locations, some with coal and lumber side lines; crop prospects and conditions wonderful. Address 61P12, Grain Dealer Journal, Chicago, Ill.

CENTRAL ILLINOIS—Modern 40,000 bu. capacity elevator and 25,000 bu. capacity crib and small grain combined. Also tenant house, office, scales, etc. On leased ground. Priced to sell. Possession at once. Write 59Z6, Grain Dealers Journal, Chicago, Ill.

KANSAS Elevator practically sold after three insertions. Here's what the advertiser writes: "We enclose check for three insertions of our ad. We have had more than a dozen inquiries from our ad and believe that we will be able to effect a sale." This proves conclusively the value of a Journal Want-Ad.

Are offering line of Country Elevators in Illinois and Indiana, owned by late Paul Kuhn, of Terre Haute, Indiana. If interested write

BOGART & FILBECK,

Executors, Paul Kuhn's Will,
Terre Haute, Indiana

ELEVATORS FOR SALE.

KANSAS—12,000 and 4,000 bushel elevators for sale at a bargain if taken soon. We mean business. 61Q12, Grain Dealers Journal, Chicago, Ill.

ILLINOIS—40,000 bu. duplex elevator near Bloomington; also large corn crib and office. Price on application. Address 61R19, Grain Dealers Journal, Chicago, Ill.

ILLINOIS—5,000-bu. elevator at Gladstone for sale; modern equipment; good territory and good crop outlook. Price \$5,000. Write Wm. Daugherty, Gladstone, Ill.

FOR SALE—A line of five small elevators tributary to a large city in Northern Indiana; all making money; will sell together or separately. Good reasons for selling. James M. Maguire, 6440 Minerva Ave., Chicago, Ill.

CHOOSE YOUR ELEVATOR from the many offered. Insert an advertisement in the "Elevators Wanted" column of the Grain Dealers Journal, and select one at a satisfactory price and station.

ILLINOIS—60,000 bu. grain elevator for sale, equipped with electric motors; coal, lumber, twine, etc., as side lines; located in center of corn belt; crop prospects and conditions wonderful; owner must sell at once on account of ill health. For terms write or call—O. Gross, Buckingham, Ill.

ELEVATOR AND LUMBER YARD in Indiana within 100 miles of Chicago. Elevator—50,000 bu. cap., handles about 150,000 bu. annually; stock of lumber with saws, trucks and equipment will invoice about \$50,000. A great big business in grain and lumber for anyone who can handle. At least \$60,000 cash required. James M. Maguire, 6440 Minerva Ave., Chicago, Ill.

SOUTHEASTERN NEBRASKA—10,000 bu. elevator, coal shed, 7-room house with electric lights and water, four lots of ground, all for \$14,000; German community of about 75, 10-grade school, Methodist church; doing fine business and handling all the livestock; lots of wheat binned and a wonderful prospect for corn; reason for selling—no high school for children. 61R3, Grain Dealers Journal, Chicago.

BARGAIN IF TAKEN AT ONCE—Some one is always looking for an elevator at a good grain point and reads these ads just like you're doing now, so if you wish to dispose of your present property, enlarge your present interests, or embark in the grain business, USE these columns to your best advantage just as others are doing. WE WILL assist you in the composition of copy free. We are in business to be of service to YOU. There is no wrong time to put an ad in the columns of the Journal. TRY IT.

ELEVATOR FOR SALE OR RENT FOR RENT

Well located grain elevator at Warsaw, Ind., can combine feed grinding and coal business. The State Bank of Warsaw, Warsaw, Ind.

ELEVATOR FOR SALE OR TRADE.

WILL SELL OR TRADE for unincumbered property well located, my elevator and residence, also unincumbered, at Prairie Home, Neb., 12 miles from Lincoln, Neb. Fine corn crop in prospect. H. L. Aden, Prairie Home, Nebr.

ELEVATORS FOR SALE OR LEASE

OKLAHOMA—15,000-bu. elevator, modern equipment, electric power, Stone Air Dump; large warehouse; private track, two main line RRs and one branch; old established business in town of 18,000. No incumbrances; terms. Write C. F. Prouty, Oklahoma City, Okla.

ELEVATOR BROKERS.

ALWAYS HAVE ELEVATORS for sale. To save time, please state amount you wish to invest and location you prefer. James M. Maguire, 6440 Minerva Ave., Chicago, Ill.

YOU MAY BE MISSING SOMETHING. AN ILLINOIS elevator company running a 3 line ad in one issue says: "We had 25 applications from that ad. Thank you."

MILLS AND ELEVATORS FOR SALE.

FOR SALE CHEAP

A 400 bbl. corn mill; 18,000 bu. concrete elevator. If interested write for further information. New Baden Mfg. Co., New Baden, Ill.

COLORADO OPPORTUNITY.

Grain elevator and small mill doing large, profitable business in grain, feed, flour, etc. Small overhead, good profits; unusual chance to get a growing, paying business; will consider trade; illness forces sale. Address P. O. Box 236, Sterling, Colorado.

BUSINESS OPPORTUNITY

GRAIN, BEANS, SEED AND POTATO business together with extensive side lines in good town in Wis. This is a good business and is offered because of retirement of senior member of firm. Write for full information. James M. Maguire, 6440 Minerva Ave., Chicago.

WHATEVER your business may be, it will find a ready market if advertised in the "Business Opportunities" column of the Grain Dealers Journal, Chicago, Ill. 6,300 grain men look to these columns twice a month for real opportunities.

ELEVATORS WANTED

KANSAS land, also city property, trade for elevator. KOCH, Hutchinson, Kansas.

WANT TO BUY good grain elevator in Central Illinois, McLean County preferred. Address Box 673, Bloomington, Ill.

SAMPLE ENVELOPES

SAMPLE ENVELOPES—SPEAR SAFETY—for mailing samples of grain, feed and seed. Made of heavy kraft paper, strong and durable, size 4½x7 inches. Have a limited supply to sell at \$2.60 per hundred or in lots of 500, \$2.30 per hundred f. o. b. Chicago. Sample mailed on request. Grain Dealers Journal, 309 S. LaSalle St., Chicago, Ill.

Grain Business For Sale

Early Grain & Seed Co., Waco, Texas.

On account of the death of Mr. W. W. Early, we offer for sale the property and good will of this firm at an attractive price.

Early Grain & Seed Co., Waco, Texas

PARTNER WANTED.

PARTNER WANTED to invest in country elevator business in Indiana or Illinois. Address 61R12, Grain Dealers Journal, Chicago, Ill.

YOU CAN SECURE a partner if you make your wants known to the grain trade through the Partners Wanted column of the Grain Dealers Journal.

SITUATION WANTED.

POSITION WANTED as elevator manager by man with fifteen years' experience. Write W. J. Christie, Box 22, Foxhome, Minn.

WANT JOB buying grain for some line house; have had six years' experience. Address 61R6, Grain Dealers Journal, Chicago, Ill.

WANT to buy Nebraska wheat in car lots direct from elevators for some big mill, salary or commission. Ray Frederick, Aurora, Nebr.

MARRIED MAN, 35 years old, wants position as manager of grain elevator; ten years' experience; best of references; go anywhere. Write 61Q10, Grain Dealers Journal, Chicago.

WANTED—Position as second man in farmers elevator; married, 28 years old; can furnish bonds and best of references. Address Joe Terhaar, Wahpeton, N. Dakota.

POSITION WANTED as elevator operator; 18 years' experience in grain and side line business; best of references and bonds. Write E. J. Funk, Box 184, Olathe, Kans.

MARRIED MAN, 43 years old, thoroughly experienced in all kinds of grain, desires a position as grain inspector or solicitor; will go anywhere; can furnish best of references. Write 61Q9, Grain Dealers Journal, Chicago.

POSITION WANTED with some firm as manager of elevator or bookkeeper; have had 27 years' experience in the grain, coal, flour and feed business, 15 years running elevator; would consider job on road as coal or flour salesman. 61Q11, Grain Dealers Journal, Chicago.

RESULT PRODUCING Farmers Elevator manager with 16 years' successful record desires position with good company. Good grain man and accountant; experienced in all side lines; good mixer with public; Illinois or Indiana preferred. Address 61N11, Grain Dealers Journal, Chicago, Ill.

HELP WANTED.

COMPETENT AND EXPERIENCED elevator managers, foremen, bookkeepers, auditors, second men and solicitors can easily and quickly be found through an ad in the "Help Wanted" columns of the Grain Dealers Journal, Chicago, Ill.

SCALES FOR SALE.

FOR SALE—Four-ton Fairbanks Wagon Scale, in good condition; \$50 f.o.b. our station. El Dorado Feed Co., El Dorado, Kansas.

RICHARDSON Automatic Scales, 4 to 8 bu. capacity, for sale; fine condition. Also R. R. track scales. Address Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Mo.

PAINTING

PNEUMATIC POWER PAINTING

Can paint your Elevator and other buildings quicker, cheaper and better, as air will put paint where hair will not; use first-class material. Write for prices or will come and figure with you. Henry Leck, Bennett, Iowa.

THE WANTED-FOR SALE DEPARTMENT of the Grain Dealers Journal is a market place where buyer and seller, employer and employee, and those offering investments can meet to their mutual advantage and profit and it will pay every subscriber to give these columns a close study twice each month, because of the constantly changing variety of opportunities seeking your consideration.

SCALES WANTED.

WANTED—3-bu. Richardson floor portable grain sacker; advise price and serial number of scale. 61Q4, Grain Dealers Journal, Chicago.

WANTED—Richardson Automatic grain and bag portable scales. State capacity, how long used and lowest price. Morse Engineering Co., 502 Waldheim Bldg., Kansas City, Mo.

SCALE WANTED AT ONCE—10-ton Howe dump or end connection wagon scale; must be in good condition and cheap. Send full description with price in first letter to H. G. Pollock Grain Co., Middle Point, Ohio.

SECOND HAND SCALES for sale of any make, size or price, always find ready buyers when represented in the "Scales For Sale" columns of the Grain Dealers Journal.

ENGINES FOR SALE

FOR SALE—One 20 hp. Randells steam engine and one 20 hp. Brownell engine, both in good condition. Address Uniopolis Grain Co., Uniopolis, Ohio.

FOR SALE—One 25 hp. Fuller and Johnson Oil Pull Engine, bought in 1926 and used about 13 months in an ice plant; priced right. Address E. L. Wallace, Gilmore City, Iowa.

THE DUNLAP FORDPOWER, an all steel frame, pulley and governor assembly for the purpose of mounting the Ford motor for belt work. Popular among grain elevators requiring up to 15 hp. Write for particulars. DUNLAP FORDPOWER CO., 133 N. St. Francis, Wichita, Kans.

OIL ENGINES

25, 50, 75, 80, 120, 180 hp. and up, immediate shipment, all makes. We buy. Bulletin 368 features 20 pages Bargains in Rails, Equipment, Machinery, Steel, etc. ZELNICKER in St. Louis.

ENGINE WANTED.

GASOLINE ENGINE WANTED, about 40 hp.; must be in good condition. Address 61R9, Grain Dealers Journal, Chicago, Ill.

GRAIN WANTED.

WE ARE IN THE MARKET for Oat Clippings and Grain Screenings of all kinds. Leeson Grain Co., Inc., Buffalo, N. Y.

SEEDS WANTED

WANTED—One or two cars good Trumbull wheat suitable for seed. F. J. Beasley Mfg. Co., Athens, Ohio.

WANTED—Northern Ohio grown Fulhio, Trumbull and other good varieties seed wheat, in car lots. Address 61Q18, Grain Dealers Journal, Chicago, Ill.

HAY FOR SALE—WANTED

GET FULL MARKET value for your hay and straw. Ship to John Devlin Hay Co., Inc., 192 N. Clark St., Chicago, Ill. ALFALFA HAY for sale. Write for delivered prices.

MOTORS FOR SALE.

3 PHASE, 220/440 V. MOTORS

2—50 hp., 1800 rpm., 60 cy., General Electric.
1—35 hp., 1800 rpm., 60 cy., General Electric.
1—30 hp., 1800 rpm., 60 cy., General Electric.
1—30 hp., 1800 rpm., 60 cy., Lincoln (new).
1—30 hp., 1500 rpm., 25 cy., Lincoln (new).
2—25 hp., 1500 rpm., 25 cy., Robbins & Myers.
3—25 hp., 1800 rpm., 60 cy., General Electric.
1—25 hp., 1800 rpm., 60 cy., Fairbanks-Morse.
Many others, A. C. and D. C. Low prices.
V. M. NUSSBAUM & CO., Fort Wayne, Ind.

DYNAMOS AND MOTORS WANTED—Buyers of this equipment are reached in largest numbers and at the least expense through the use of the "DYNAMOS-MOTORS" columns of the Grain Dealers Journal—the medium for power bargains.

Bargain Sale in Soiled and Shelf Worn Books.

One Universal Grain Code, slightly shelf worn, leather bound. Price \$1.50 and postage.

Two Railroad Claim Books for overcharge in freight or weight. Each book contains 100 original and 100 duplicate blanks with two-page index and four sheets of carbon; slightly soiled. Very special at \$1.25 and postage. Order "Special 411-E."

One Clark's Decimal Grain Values save time and money and prevent errors; four sets of tables contained in one book, 96 pages, printed on heavy linen ledger paper, bound in cloth, half keratol, size 8½x11½ inches. Order Special 35. Price \$3.00, only slightly shelf worn. Weight 1½ lbs.

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GRAIN DEALERS JOURNAL,
309 So. LaSalle St., Chicago, Ill.

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GRAIN DEALERS JOURNAL

309 So. La Salle St., Chicago, Ill.

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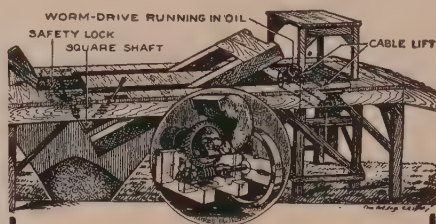
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Grain Dealers Journal

309 So. La Salle St.

Chicago, Ill.

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Grain Dealers Journal, 309 So. La Salle St., Chicago

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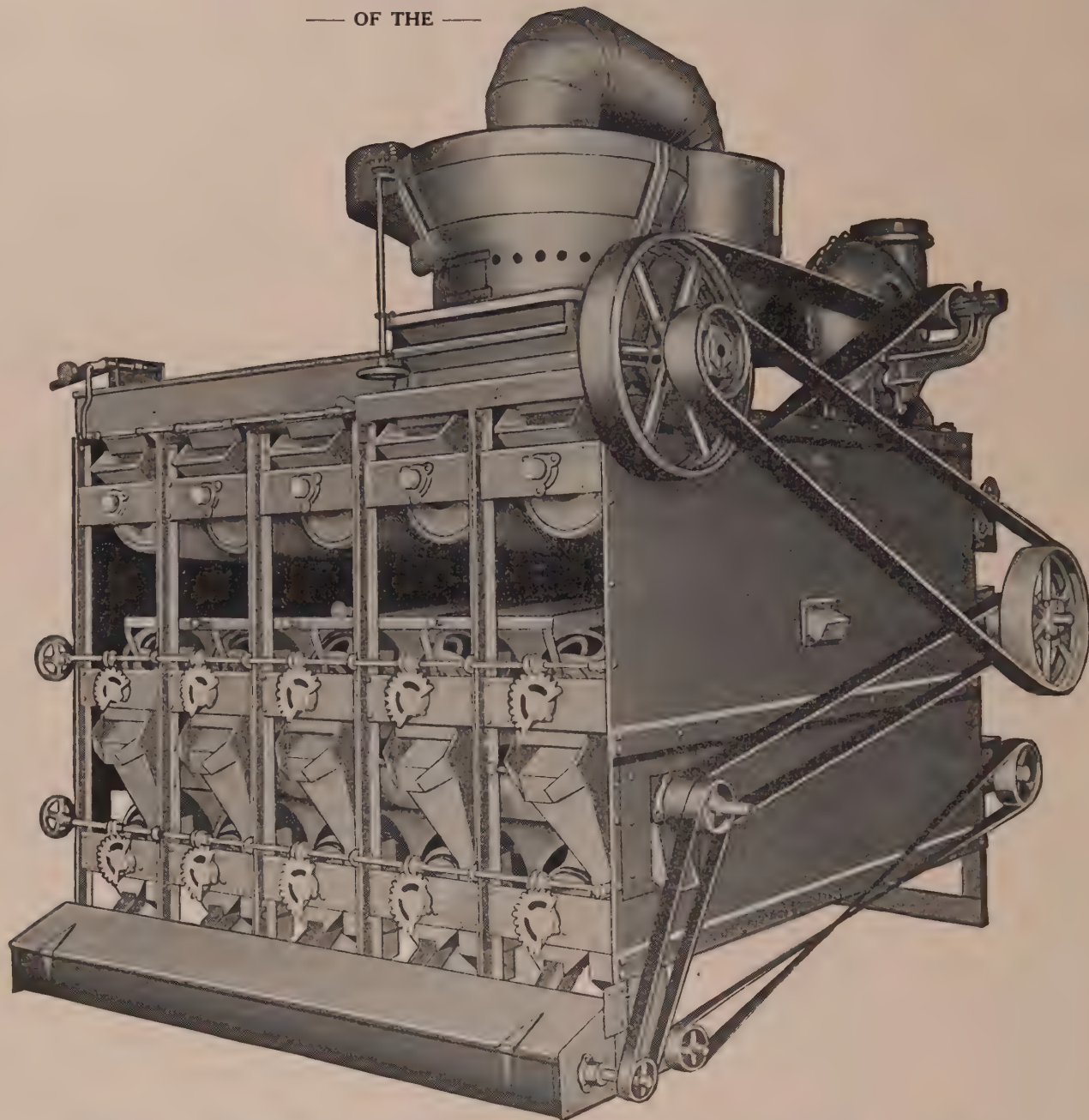
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GRAIN DEALERS JOURNAL

309 South La Salle Street, Chicago, Ill., U. S. A.
Charles S. Clark, Manager

Published on the 10th and 25th of each month in the interests of better business methods for progressive wholesale dealers in grain and field seeds. It is the champion of improved mechanical equipment for facilitating and expediting the handling, grinding and improvement of grain, feeds and seeds.

SUBSCRIPTION RATES to United States, semi-monthly, one year, cash with order, \$2.00; single copy, 20c.

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THE ADVERTISING value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator operators is unquestioned. The character and number of advertisements in each number tell of its worth. If you would be classed with the leading firms catering to the wholesale grain trade, place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. Address "Asked-Answered" department. The service is free.

CHICAGO, AUGUST 25, 1928

DO NOT forget that the new grades for cereal oats will go into effect next Thursday, Aug. 30.

THE MARKED INCREASE in the acreage of barley this year has been followed by such an unusual crop our export trade should attain proportions sufficient to encourage the planting of even a larger acreage next year.

NO INTEREST charge on wheat sales or wheat consignments is an inducement offered by one of the soft winter wheat markets, that would not have been given several years ago when grain took weeks on the rails to get to destination.

SOME PEOPLE are credited with doubting the possibility of an uninsured grain elevator burning, but it happens occasionally and the last one caused a loss of \$25,000 to the owners of the elevator at Champaign, Ill., which was formerly owned by the W. B. Foote Co. The elevator owner who thinks he can afford to carry his own insurance occasionally pays dearly for putting his theory into practice.

CAPPER threatens on account of the drop in the market price of wheat, to revive his bill to place a limit of 2,000,000 bus. on the open trades of any individual in the futures market. The Senator's efforts to boost the market price would be more effective if he would force himself into the Dominion Parliament and have a law enacted forbidding the production of large crops of wheat in Canada. As it is the Senator is jousting with a windmill.

THE GRAIN dealer who reads understandingly his trade journals, analyzes the convictions and observes the methods of other grain dealers should be able to row up the business stream with real assurance of early arrival at his coveted destination.

IMPROVEMENT NEWS published in each number of the Journal prove conclusively that elevator operators everywhere are disposed to install feed grinding and mixing machinery in order that they may more completely serve their farmer patrons with feed ground to their liking.

HEAVY DISCOUNTS on damp combined wheat arriving in terminal markets should cause growers to hesitate to harvest their wheat until it is thoroly dry. Shippers who discounted 20 to 30 cents a bushel on each shipment because of excess moisture must discount the grower who insists upon delivering his wheat before it is dry enough to stand storing or shipping.

EXPERIMENTAL feeding farms used by the large manufacturers of feedstuffs to try out new feed combinations are operated at considerable expense. Similar work can be done by the country elevator operator who grinds feed by co-operating with the more advanced feeders and dairymen in his locality to their mutual benefit, with the advantage that a demonstration on a neighbor's farm is so convincing others will fall into line for more profitable methods.

RAISING the indicated corn yield 294,000,000 bus., to 3,029,000,000 Aug. 1 when the condition of the crop was just as good July 1 may have been an endeavor by the Bureau of Agricultural Economics to catch up with the leading private crop experts who had estimated the crop July 1 at 3,000,000,000 bus. The fact that the private statisticians issued their July 1 reports some days ahead of the government report shows that the private statisticians could not have had the advantage of later information than the government possessed.

THE WESTERN railroads have cleverly turned the tables on the trainmen who are threatening a strike unless given the increase of 7 per cent that was denied them by an arbitration board last year under the Watson-Parker labor law and again in November by the federal board of mediation, by offering to grant the increase if the trainmen would abrogate the rules restricting the number of freight cars a locomotive can be permitted to haul. In other words, the railroad companies will grant the increase if the trainmen by greater efficiency earn it.

MANY ELEVATOR owners who are installing anti-friction bearings in their legs are putting larger buckets in the legs without increasing the power requirement so that they are able to speed up their handling machinery without increased cost of operation or increase in their fire hazard. Each year more and more grain is being marketed in trucks with the result that the old elevators with small legs are greatly handicapped because of the congestion in their driveways. Farmers with speed wagons do not like to wait so they will give preference to the elevators with rapid receiving facilities.

DISCLAIMERS of responsibility for price fixing of wheat during the world war are a recognition of the truth that the onus of price fixing is political death. This should be a warning to the farm agitators who are so eager to have the price fixed under a McNary-Haugen act.

TESTING THE strength of a grain elevator with flaxseed has often proved extremely expensive. No grain registers the same lateral stress as is obtained from flaxseed as was discovered recently by an elevator operator at Grafton, Ia. When you undertake to draw flaxseed from a deep wide bin, look out!

REPORTS HAVE recently appeared in our Grain Trade News column telling of the bursting of deep bins much to the embarrassment and expense of the elevator operator. Nothing proves the value of the constructor's work so thoroly as the severe test of a rush movement of a large crop of heavy grain, but of course the barn builders don't care if they have collected for their share of the work. They never expect to get a second job in the same town.

ADVERTISING space, especially preferred positions such as every country elevator operator has at his command, should be used to the advantage and profit of the live merchant who has goods to sell. If you have pool competition, paint on your elevator in large letters: "We Pay CASH for Grain and Seeds." If you have a profitable sideline that merits pushing, tell the story on the other end of the elevator in letters so large that all may get the message.

WHEN WEIGHING grain from the farmer's wagon into the elevator it is well to watch the driver of the team who may be up to the trick of pulling the horses against the tongue of the wagon to increase the weight. Another point that escapes some buyers is that a difference may occur in the weight when the wagon is driven on the scales in one direction when loaded and in the opposite direction unloaded, if the scales are set in an incline. If on an incline it is advisable to have farmers drive on and off the scales in the same direction.

THE PROTEIN TEST is not in fact a true test of the baking quality of wheat. The chemists may be unwilling to admit it, but the test only measures the nitrogen in quantity not quality. A baker who understands his business can bake a flour having only a reasonable amount of protein in such a manner that the gluten will hold the gas until the loaf is done. When millers get together with the bakers their wheat buying departments will lose most of their enthusiasm for boosting premiums on high protein wheat.

THE HIGH price of bags in the Pacific Northwest has prompted the building of so many bulk handling elevators this season that next year is sure to witness the building of many additional bulk handling plants. Country grain dealers will have an opportunity to learn of the real advantages of handling grain in bulk by machinery and without manual labor. Then, too, additional bulk handling terminal elevators will soon be erected on the seaboard in expedite the handling of bulk grain from cars to ocean-going steamships.

STORING WHEAT for farmer patrons free of charge, shipping it out and giving them the market whenever they desire to sell really amounts to giving the farmer patrons a put without cost. A practice in which even the most reckless speculators would not think of indulging.

WESTERN Trunk Lines are making out a strong case for an advance in class rates by showing that the return on their investment is only 2.97 per cent, as against 4.40 per cent for the railroads as a whole. About all the Interstate Commerce Commission can do is to see that the increase is distributed fairly between different classes of freight.

ANOTHER PROOF of the changing conditions in the grain trade is to be found in the fact that R. R. Gilmore, Tecumseh, Nebr., loaded a car of wheat and billed it to Kansas City last Wednesday afternoon. It arrived at destination, was inspected and sold before ten o'clock the following morning thus reducing Mr. Gilmore's interest charge to a minimum and also reducing the chance for loss due to heating and pilfering. The railroad responsible for this quick transportation should be granted a blue medal and put at the top of the list in the Grain Shipper's Hall of Fame.

COUNTRY ELEVATOR OPERATORS who have handled fertilizer have not always been satisfied with the results obtained by their patrons and many not understanding what the trouble was have discontinued handling fertilizer as a sideline. The discussion before the Michigan dealers published in this number discloses the fact that different soils and different crops require fertilizer of different kinds and quantities. In other words, an intensive study of the farmer's fertilizing problem proves quite conclusively that the fertilizing attempted in the past has been of the hit and miss variety.

SOFT RED winter wheat suitable for seed is commanding such premiums that all dealers having heavy grain of pure variety for sale should let that fact be known to the elevator men of the winter wheat section, who are receiving many requests for choice seed. It is imperative that each lot of seed be carefully tested for germination before it is recommended or sold to farmers. Dealers are just as much interested in a large yield of choice grain as the growers, because the more produced the more the dealers will have to handle, so it is directly to their interest to have all lots carefully sampled and tested.

THE SOFT wheat naturally adapted to the soil and climate of Illinois, Indiana and Ohio, makes a flour highly prized by the bakers of France and pastry cooks everywhere; and it now is discovered that the attempt by one of the leading universities to furnish a strong wheat for raising in the state of Indiana was a serious blunder. Such a cross between soft and hard wheat as the Michikoff variety is a bastard wheat that could not be reproduced annually in the Ohio Valley. Millers and bakers do not want the Purkoff or Michikoff wheat and grain dealers should do what they can to discourage farmers from sowing those varieties.

GRAIN DEALERS of the older states will be much interested in the discussions of the lime treatment for sour soils included in our report of the Michigan meeting in this number. Lime has frequently been recommended as a profitable sideline for country elevator operators and while some have found it profitable many have refused to bother with the dirty stuff. Agricultural experts at the Michigan meeting stated without hesitation that 90% of Michigan soil was sorely in need of lime and of course the lime treatment has invariably resulted in the production of more and better grain on the same acreage. So the distribution of lime to farmer patrons should profit the elevator operator in two ways.

GRAIN elevators are to be built along the Mississippi River at the expense of the taxpayers of the State of Iowa if Governor Hamill carries out his promise expressed in an address at Dubuque Aug. 16, his argument being that "it will be possible for the man who raises grain to store his grain in these state-owned elevators and feed it to the market as the demand warrants." Evidently the governor is ignorant of North Dakota's experience with state-owned elevators and of New York State's experience with idle state-built warehouses along the Erie Barge Canal. Government is incompetent to operate a business enterprise, as witness the Alaskan Railroad, on which the government has spent \$90,000,000 and is losing \$1,000,000 a year.

THE HOPE held out by the president of the National Hay Ass'n in his address last week that a market would be found for hay near the large cities such as Chicago is not well founded in view of the trend of the dairy industry since the invention of glass-lined tank cars. Instead of producing the milk within a radius of 75 miles of Chicago it is said the big dairy companies can get the milk as cheap by shipping it from points 400 miles farther west. In other words it is cheaper to ship the milk than to ship the hay required to produce the milk. There are automobile garages in connection with Chicago's most up-to-date sky-scrapers but no barns for cows or horses. The gloom in the hay business is in the shipping thereof. Altho the crop increased from 54,000,000 tons in 1911 to 106,000,000 tons in 1928 the receipts at terminal markets are only one-third of what they were before the day of the automotive vehicle.

A New Hall of Shame.

The Michigan Grain & Feed Dealers Ass'n whose annual meeting is reported elsewhere in this number has decided to establish a new Hall of Shame for the assistance of members in avoiding losses and long drawn out disputes. Dealers who persist in delaying the payment of their just accounts until suit is threatened or judgment obtained will be granted a prominent position in this new Hall. It is hoped and expected that this listing of the sharks and sharpers who seek to avoid their just liabilities will induce them to give Michigan a wide berth. The members of the Ass'n will of course not place their own business in jeopardy by continuing to deal with firms who have established a record for dishonesty and unfairness that wins them a place in the Hall.

Grain Inspection Not an Exact Science.

The grain dealers of Hutchinson, Kan., are most fortunate in having as allies the candidate for vice president and the farm relief senator, both from their state in their determined effort to set right the Federal supervision of grain inspection.

The issue, as stated fully elsewhere, was whether weather-bleached hard red winter wheat should be graded as such or should be inspected as "yellow hard." The Federal rules permitted the grading as yellow hard, but the grain men of Hutchinson wanted it described as hard red winter.

Right here the whole theory of Federal grain inspection broke down. The theory upon which the federal rules for grain inspection were conceived can be made almost exact by scientific description and carefully chosen phraseology that would minimize reliance upon the inspector's judgment. Back of this was the hope that by scientific rules two different individuals at widely separated points could give identical grades and thus secure the much desired uniformity in grading.

Now in response to the urge of the two Kansas senators the officials of the federal grain supervision at the Kansas City conference have thrown science into the discard and gone back to reliance upon the judgment of the individual. In their own words they "recognize the futility of attempting to determine by analysis the color and texture of this bleached wheat." The inspectors as far as bleached hard winter is concerned, can consign their rule books to the ash heap, as they are now authorized to be guided by "general character and appearance."

This action by the officials is in the interest of farmers and country shippers who usually are sellers. It is a promise that their wheat will be given the higher grade to which it actually is entitled when it is in fact in the judgment of the inspector hard red winter wheat. Millers who are afraid of bleached wheat can protect themselves by buying on sample.

This new principle of reliance upon the judgment of inspector could be carried farther to the advantage of all concerned by permitting the inspector to grade up wheat, corn and oats that is deficient in but one grading factor. Under the hard and fast rules of the Department of Agriculture three cars of No. 3 corn have to be mixed together to make the three into No. 2 corn. If the inspector were authorized to balance off the favorable and unfavorable factors he could grade each car No. 2 in the first instance.

The grain men of Hutchinson are to be congratulated upon the promptness with which they obtained the desired change in the rules. A few years ago shippers lost thousands of dollars thru belated action on what constituted "heat damage," or how many smut balls were permissible and on sick soft wheat. When grain grading is firmly established grain dealers may be relieved of these expensive surprises.

GRAIN DEALERS everywhere will find much of direct interest to them and their business in our report of the very interesting discussions conducted at the recent annual meeting of the Michigan Ass'n.

The Feed Dealer's Liability.

The liability of the feed dealer for the purity of the product he sells was discussed at length at the Michigan meeting of grain and feed dealers which is reported in this number and magnetic separators were recommended so as to insure all feeds being free from tramp iron.

In this connection all feed millers and dealers will find the decision of the Court of Civil Appeals of Texas which is published in this number most interesting, because a buyer of feeds who sought to recover damages to the extent of \$750 caused by the death of two horses which ate the impure feed was really granted a judgment of \$500 as a reasonable compensation. While the feed dealer involved in this case was no doubt ignorant of the fact that he was selling tacks, nails, pebbles and other trash as feed, the Court held that he was negligent in not removing the foreign matter.

It was surely a deception on their part even tho unintentional. The man who goes to a store and buys flour or other food expects it to be free from poison or any other foreign matter which may prove detrimental to the members of his family. The feed dealer's liability has been repeatedly raised, but seldom have we had a court decision so clear cut as the Texas decision.

Price Tipsters Discredited.

In a nation of 100,000,000 population it needs but one-tenth of one per cent to furnish a lucrative clientele numbering 10,000 gullible souls to support the market forecasters who pretend to know the future course of prices. This is probably an underestimate of the number of speculators eager to part with their money.

Since only a few months' subscription to the forecasting service is sufficient to disillusion the victim the forecaster must procure a new set of patrons three to six times a year. Some sucker lists contain thousands of names. At any rate several forecasters who started giving advice years ago are still well supplied with dupes, altho the price-forecasting departments of the Agricultural Departments of the State of Kansas and the Federal Government have entered the field as competitors during the past two years. As to cotton prices the fakirs now have no competition from the Bureau of Agricultural Economics, Congress last year having enacted a law imposing a heavy fine on any employe guilty of forecasting the cotton market.

Price movements of wheat during the past two months have shown up the forecasters for what they are, knaves or fools.

One astrologer who makes a daily wheat market forecast a month in advance said in his August forecast:

The wheat market should begin the month very near the low point and be an advancing market most of the time, which of course will be mingled by setbacks, which will make the market look very weak at times. The high may be reached around the 21st or 22d, followed by rather active movements between the 26th and 29th.

The wheat market did almost the opposite, having been high on Aug. 2, around \$1.20 and hitting bottom, \$1.07½, on Aug. 22, the very day the astrologer claimed it should make its top.

Another forecaster who has achieved the greatest notoriety in the grain markets, altho

he also aspires to name in advance the successful presidential candidate, said in his "Commodity Forecast" July 17:

Wheat is not going much lower, and farmers who can store their wheat will be paid handsome dividends for waiting to sell. Those who try to follow the short side much further must do so with caution, altho a good advance is some weeks away.

Sad to relate, on July 17 Chicago September wheat sold at \$1.32 and has not sold that high since.

There are conditions in all markets that portend higher or lower prices in the immediate or distant future, but knowledge of the conditions and the deductions to be made therefrom seems to be limited to those successful traders who buy and sell for their own account only and never give tips. No man in his senses would sell for \$10 information worth \$1,000. Yet there are those who believe they can get something for nothing. On them the tipsters fatten.

Look Out for Mortgaged Grain.

Much more than the usual amount of Southwestern wheat is heavily mortgaged this year. Many farmers have taken to storing in hopes of a better price and have borrowed up to the limit on their storage receipts. It behooves every dealer who is handling stored grain to take extra precautions against paying for the grain twice.

A southern Kansas case was brought to our attention a few days ago. When a tenant farmer sold his wheat he announced to the elevator manager that the grain was free of all liens and incumbrances. Accordingly the manager issued him two checks for the total amount made out in his name.

Fortunately the landlord learned that the tenant was selling the wheat and came down to the elevator the same day to assure proper collection of his share. Learning that the grain was incumbered, the manager immediately called the bank and stopped payment on the checks. The tenant had gone to another bank than that on which the checks were drawn to cash them, and the manager's quick action saved the day.

The tenant was in a fine fury when he learned payment had been stopped and he was presented with a protest fee charge. He came to the elevator prepared to do all legitimate damage to the elevator manager possible. But he cooled down in pretty much of a hurry when he was informed about the laws regarding obtaining of monies under false pretenses, to which he would be liable for deliberately stating there were no mortgages or liens against the grain when in truth there were.

The old checks were cancelled and new ones properly made out to all parties concerned, tho the manager was careful to first obtain the checks on which payment had been stopped, before making out the new ones.

An ancient adage appears in early copies of Poor Richard's Almanac to the effect, "It is Hard for an Empty Sack to Stand Upright." Many farmers have so heavily mortgaged their grain that sale thereof leaves them with little more than an empty sack. Fellows who are strictly honest in times of prosperity have slipped across the line and taken chances with their credit. State laws are not favorable to the elevator manager who pays the farmer in full for grain which is mortgaged. It behooves every regular grain buyer to be on the look-out.

Damages for Metal in Oats.

T. A. Bray brot suit against Heid Bros., Inc., to recover \$750 damages for the death of two horses and the injury of another due to feeding oats containing tacks, nails, pebbles and other trash. In the El Paso County Court a jury gave judgment for \$500 and this was affirmed May 3, 1928, by the Court of Civil Appeals of Texas.

On Oct. 3, 1925, Bray purchased from Heid Bros. some oats in sack to be used for feeding horses. He alleged that Heid Bros. knew the use to be made of the oats, and it carelessly and negligently delivered to him oats containing tacks, nails, pebbles, and other trash; he did not know that the oats contained said foreign substances, and fed the oats to his horses, with the result that two of his horses died from eating the oats containing tacks, nails, pebbles, and other trash; Heid Bros. was negligent in failing to remove the tacks, nails, pebbles and other trash from the oats delivered to him, and in delivering to him oats containing tacks, nails, pebbles, and other trash, and that such negligence was the direct and proximate cause of the injuries sustained and of which he complains.

Heid Bros. answered by general denial: that said oats were sold to Bray by sample and that before buying the oats Bray inspected and fully examined same and knew the kind and quality thereof; that if the oats were not fit to be fed to horses such fact was known to Bray or should have been known to him; and that if Bray fed or permitted the oats to be fed to his horses with the result complained of, which it denies, in that event Bray was guilty of contributory negligence and is not entitled to recover.

The case was submitted to a jury upon special issues. On the issues submitted to the jury found, in substance:

1. The oats purchased by Bray from Heid Bros. contained tacks, nails, pebbles and other trash.

2. Heid Bros. was negligent in failing to remove the tacks, nails, pebbles, and other trash from the oats before delivering them to Bray.

3. Heid Bros. was negligent in delivering to Bray oats containing tacks, nails, pebbles, and other trash.

4. Two of Bray's horses died on account of eating oats containing tacks, nails, pebbles, and other trash.

5. One of Bray's horses was rendered worthless on account of eating oats containing tacks, nails, pebbles and other trash.

5a. The negligence of Heid Bros. was the proximate cause of the injury sustained by Bray.

6. The sum of \$500 would be a reasonable compensation to Bray for the injuries so sustained by him.

7. Bray was not guilty of contributory negligence in feeding or permitting oats to be fed to his horses.

On the fact found the court entered judgment in favor of Bray.—7S. W. Rep. (2d) 166.

Marketing high protein wheat and means of extending and improving the merchandising thereof, was the subject of the first of a series of conferences held by the Bureau of Agricultural Economics of the U. S. Dept. of Agriculture, at the Montana State College, Bozeman. The recently formed marketing com'te of the Northwest Grain Dealers Ass'n were active.

Moline, Ill.—Plans for an experimental agricultural program, providing for co-operation between farm bureau agricultural schools and the United States Chamber of Commerce, were launched July 25 at a meeting of farm experts presided over by William Butterworth, pres. of the United States Chamber of Commerce. The program is designed to help solve the farm relief problem thru co-operation between farmers and business men and will be tried out in Rock Island county. If successful, the Chamber will use it as a model in preparation of a nationwide plan.

Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

Plan for Corn Crib?

Grain Dealers Journal: We are contemplating the addition of a crib for ear corn to our elevator, to be of about 10,000 bus. capacity.

We would rather not install a sheller within the elevator but we would want it constructed in such a manner that no scoopers are necessary to run the ear corn to the sheller. We would appreciate suggestions very much.—Lindahl Grain Co., Agenda, Kan.

Ans.: Many suggestions will be found in the book "Plans of Grain Elevators" published by the Journal, which contains a variety of designs for crib additions to elevators.

Designs for ear corn storage and handling have not been standardized. Some cribs have boarded sides with fine wire screen on the inside so that oats also may be stored and handled in and out by the machinery of the adjoining elevator. The hoppers with a drag chain in trough at bottom at hopper enables ear corn to be removed to elevator boot without shoveling. A hiker gets it into crib from dump without shoveling.

Demurrage on Cars Displaced at Night?

Grain Dealers Journal: We have had a peculiar situation arise here as to charges for over-time holding of cars for unloading. Two coal cars have been placed on our side track lately in position to be unloaded into our storage bins. Every night, by placing a cut of work cars on our switch, the railroad has moved the afore-mentioned coal cars up the track and out of position for our unloading. This has been done approximately at six o'clock every night and the car has again been placed about six o'clock the next morning.

We have looked over the freight Tariff No. 4-H "National Car Demurrage Rule and Charges" and can find nothing definitely applicable to this situation.

When the railroad, for its own convenience, displaces a set car for a period of time (approximately twelve hours) does that cancel the previous freight time allowed and begin a new period of freight time, amounting to 48 hours for unloading by ourselves or does it simply not count as unloading time? For example: car of coal set some time during the night of August 13. Freight time commences 7:00 a. m. August 14 and if uninterrupted, time comes to a close at 7:00 a. m. on August 16, but under these circumstances the car has been moved out of position, approximately twelve hours, on the night of August 14 and 15 and also twelve hours on the night of August 15 and 16, making actually to us only about twenty-four hours' free time consumed on August 14 and 15.

This being done continually, would we be allowed twelve hours each on the days of August 14, 15, 16 and 17 to complete our 48 hours of free time for unloading the car of coal?

We are working under the "Average Agreement."—Ervin Milling Co., Xenia, O.

Ans.: The rule in the tariff of national car demurrage rules and in the average agreement is intended to give the consignee two "working days." If the plant runs day and night every hour of the 24, the consignee would be entitled to 48 consecutive hours, and the railroad company removing the cars during nights and thereby delaying the unloading would be required to give enough more time to make up two full working days of the plant. But when the plant is in operation only during the daylight hours or 8 hours or 10 hours per day, and cars were in place for unloading during those hours no additional time is granted.

Without information as to whether the Ervin Milling Co. operates nights, the length of time in the instances specified can not be calculated.

If local agents are not disposed to give shipper a fair adjustment of demurrage, an appeal may be taken to the management by addressing General Offices, Pennsylvania Railroad Co., Broad Street Station, Philadelphia, Pa., attention Mr. H. S. Bevan, in charge of demurrage.

Exorbitant Charge for Switch Connection?

Grain Dealers Journal: We have been endeavoring for a period of some three years to get the Pennsylvania R. R. to put in a spur off of our present switch which runs East so that we may construct a switch on our own ground running West to serve a new warehouse and some coal dumping bins.

We have tried to get them to construct the spur only so far as it lasts on their (Penn. R. R.) own property. We are ready and willing to construct the side track entirely upon our own ground. We have been unable to get any results from the Pennsylvania R. R., excepting statement which says that if we pay an exorbitant price of about \$1,500.00 to them they will construct the track required and give us a small refund on each car which is set on this track during the next few years. We are not asking them to construct anything free of charge on our own ground, but we think that they should stand the expense of any improvement to their own property, which will result undoubtedly in more business for them. What is your advice to us in proceeding further in this matter? Is it possible under any ruling to force them to connect up our own privately constructed side track with their lines without cost to us? Could your influence in any way enable us to procure the results which we wish?

Kindly go into this matter fully in your reply, stating whether an appeal to any Commission or any governing body should be taken by ourselves in this case.

It seems unfair to us that they should be able to demand payment from us, a private company, for an improvement of their own property as a public carrier, which will, in the future, extend to them an increase in business.—Ervin Milling Co., Xenia, O.

Ans.: Yes, it is possible to force the railroad company to connect up with your privately constructed side track, under Sec. 1, paragraph (9) of the Interstate Commerce Act as amended Feb. 28, 1920, and now in effect, reading as follows:

Any common carrier subject to the provisions of this act, upon application of any branch line of railroad, or of any SHIPPER tendering interstate traffic for transportation, shall construct, maintain and operate upon reasonable terms a switch connection with any such lateral branch lines of railroad, or private side track which may be constructed to connect with its railroad, where such connection is reasonably practicable and can be put in with safety and will furnish sufficient business to justify the construction and maintenance of the same; and shall furnish cars for the movement of such traffic to the best of its ability without discrimination in favor of or against such shipper.

If any common carrier shall fail to install and operate any such switch or connection as aforesaid, on application therefor in writing by any shipper or owner of such lateral branch line of railroad, such shipper or owner may make complaint to the Commission as provided in sec. 13 of this Act, and the Commission shall hear and investigate the same and shall determine as to the safety and practicability thereof and justification and reasonable compensation therefor, and the Commission may make an order, as provided in sec. 15 of the Act, directing the common carrier to comply with the provisions of this section.

It might be well for the shipper to make the request for the connection in writing, stating the amount of probable traffic, and retaining a copy of the request, informing the railroad at the same time that it is his purpose, if refused the connection on reasonable terms, to take the matter up with the Interstate Commerce Commission under Section 1 of the Interstate Commerce Act.

The Pennsylvania has four different side track agreements, the one to be used depending upon local conditions. For Xenia, O., this matter should be taken up with R. C. Barnard, Superintendent, Cincinnati Division, Cincinnati, O.

Endorsement Protecting Buyer from Liens.

Grain Dealers Journal: What would be the correct wording for a rubber stamp to be used above the endorser's signature on the back of grain checks with the purpose of protecting the grain company from paying twice for mortgaged grain.—Mark D. Lewis, Conway Springs, Kan.

Ans.: The suggested wording "By endorsement of this check I do certify that this grain is in my possession and free of all liens and incumbrances," is as good as any, there being no wording that will kill the landlord's lien or the claim of the chattel mortgagee. What the grain buyer needs is the endorsement, not of the tenant, but of the landlord and mortgagee on the back of the check. The only way the buyer of the grain can get such joint indorsement is by making the check payable on its face to each of the parties, jointly, so that the bank can demand the signatures of all before paying out the money.

The only value of the suggested wording is to make the party obtaining the money guilty of false pretenses and subject to criminal prosecution.

Transit on C. & N-W. Ry.

Grain Dealers Journal: Could you please advise to whom we should apply for all information regarding transit privileges for storage purposes, etc., on grain at Cushing, Ia.? This is on the C. & N. W.

Our idea is to ship in oats either from the east or west for storage to be loaded out later for terminal market destination, presumably either Omaha or Chicago, perhaps Milwaukee or Kansas City. Where must the grain originate if it is to be shipped to each one of the above named markets and just how it must be billed into and out of this station.—C. E. Lowry & Son, Cushing, Ia.

Ans.: Transit is available to points on the C. & N-W. Ry. under its tariff G. F. D. 14009-I. The tariff, however, limits the territory tributary to any point. A study of the tariff and the map of the railroad lines connecting with the branch line on which Cushing is located will disclose what markets can be reached. Of course, Cushing would be entitled to transit on grain originating at stations on the same branch line.

Before acting on the tariff Lowry & Son should protect themselves by starting an accounting system as required by the railroad company, by applying to D. H. Hoops, G. F. A., of the Northwestern at Chicago, in order to get the benefit of the thru rate on grain going out of Cushing.

Why Use Larvacide?

Grain Dealers Journal: The answer to P. F. Funk Grain Co.'s question on "What to Use for Weevil Infestation," published on page 31 on the July 10 number of your good Journal, noted and digested. Unfortunately I have misplaced my copy of the Jan. 25, 1928, number of the Journal (referred to in this article) so am unable to turn to the information. Will you kindly give me particulars, prices and address of the manufacturers of Larvacide?—E. A. Johnston, Capron, Okla.

Ans.: The substance contained in the thesis on chlorpicrin (Larvacide) appearing in the Jan. 25, 1928, number of the Journal was that this fumigant was the outstanding exterminator now on the market for weevil, and all other forms of animal, vegetable and mineral life, bacteria, fungus, insect, pest, vermin and rodent, habitation to be found in grain elevators, flour mills, warehouses, etc.

It is by far the most effective fumigant, the easiest applied, the cheapest and safest. It bears the stamp of approval of the Mutual Fire Prevention Bureau, and using it does not invalidate an insurance policy, as do some other fumigants. Neither will it affect the germination or milling quality of wheat, or taint or stain flour.

Larvacide is pungent, practically odorless, poisonous tho not deadly to humans, non-inflammable and non-explosive. When any plant is once penetrated, it is a 100 per cent fumigation, therefore fewer fumigations are necessary when using chlorpicrin.

A heavy infestation of Hessian fly in specimens of wheat from Indiana is reported by the Washington Boro of Entomology. In wheat fields of Illinois eggs of Hessian fly were found in considerable number, and in Kansas there is heavy infestation. In Nebraska infestation is general, but not heavy.

G. D. N. A. Program for Boston, Mass.

The tentative program of the 32nd Annual Convention of the Grain Dealers National Ass'n at Boston, Sept. 24-26, follows:

Monday, September 24, 9:30 A. M.

Invocation.

Address of Welcome on behalf of the City of Boston—Hon. Malcolm E. Nichols, Mayor.

Address of Welcome on behalf of the Boston Grain & Flour Exchange—Albert K. Tapper, President.

Response on behalf of the Grain Trade—S. P. Mason, Sioux City, Ia.

President's Annual Address—C. D. Sturtevant, Omaha, Nebr.

Report of the Secretary-Treasurer—Charles Quinn, Toledo, O.

Presentation of Booster Prizes.

Appointment of Convention Committees.

Tuesday, September 25, 9:30 A. M.

"Constructive Optimism," Dr. Stanley L. Krebs, New York City.

"What Arbitration of Trade Disputes Means to the Commerce of the Country," Dr. Wesley A. Sturges, Professor of Law, Yale University, New Haven, Conn.

Legislation—B. E. Clement, Chairman, Waco, Tex.

Transportation—Henry L. Goemann, Chairman, Mansfield, O.

Crop Reports—Adolph Kempner, Chairman, Chicago.

Membership—W. H. Harter, Chairman, Minneapolis.

Rejected Applications—W. J. Edwards, Chairman, St. Louis.

Arbitration Appeals Committee—W. W. Manning, Chairman, Fort Worth, Texas.

Arbitration Committee No. 1—O. F. Best, chairman, Minneapolis.

Arbitration Committee No. 2—F. G. Coe, chairman, Chicago.

Arbitration Committee No. 3—F. J. Schonhart, Chairman, Buffalo.

Arbitration Committee No. 4—E. W. Crouch, Chairman, McGregor, Texas.

Arbitration Committee No. 5—Frank A. Theis, Chairman, Kansas City.

Arbitration Committee No. 6—S. C. Armstrong, Chairman, Seattle, Wash.

Feed Arbitration Committee—J. H. Campbell, Chairman, St. Louis.

Wednesday, September 26, 9:30 A. M.

"The American Constitution, What It Is and Why It Should Be Protected," Dr. William H. Guthrie, Professor of Government in the College of the City of New York.

"The Feed Industry, Its Great Development and Its Probable Future," W. E. Suits, President of the American Feed Manufacturers Ass'n and Vice-Pres. of the Quaker Oats Co.

Report of the Special Committee of Three, appointed at the Omaha Convention, to consider the question of raising the dues of the Ass'n.—F. E. Watkins, Chairman, Cleveland.

Report of the Special Committee of Three, appointed at the Omaha convention, to harmonize the Arbitration Rules of the Ass'n with the Arbitration Rules of the various Grain Exchanges so as to avoid conflicts over the question of jurisdiction.—S. P. Mason, Chairman, Sioux City, Ia.

Trade Rules—S. P. Mason, Chairman, Sioux City, Ia.

Uniform Grades—A. H. Beardsley, St. Louis. Grain Products Committee—E. C. Dreyer, Chairman, St. Louis.

Report of Convention Committees.

Election and Installation of Officers.

Entertainment.

FOR THE LADIES: Sunday, Sept. 23—Greeting by the Local Hostess at the Hotel Statler.

Monday, Sept. 24—A shopping tour has been arranged. The ladies will leave the Statler Hotel at 10:15 a. m. for an inspection of Boston's great department stores. Luncheon will be served at 11:45 a. m.

Tuesday, Sept. 25—Busses will leave the Hotel Statler promptly at 10 a. m. on a sight seeing tour in and around Boston and also along the North Shore. For those not desiring to go on this trip arrangements have been made for an inspection of the great Metropolitan Theater and a special performance.

FOR LADIES AND GENTLEMEN: Sunday, Sept. 23—Registration at the headquarters at the Hotel Statler. Boston local hostess will greet the arriving ladies. Automobiles will be provided at the Hotel Statler making trips around Boston. These trips will take in some of the parks and nearby beaches.

Monday, Sept. 24—Promptly at 1 p. m. busses will leave the Hotel Statler for an inspection of the Boston Navy Yard, taking in "Old Ironsides," submarines, destroyers, scout cruisers and battleships, after which a steamer will

be boarded for a cruise down Massachusetts Bay to Boston Light. The fire boats of the City of Boston will also give an exhibition on the return trip. Music will be furnished by a navy band.

Starting promptly at 8 p. m. McGee's Radio Broadcasting Orchestra, twenty-two pieces, will give a novelty program in the Hotel Statler Ballroom. The novelty dance, which will be from 9 p. m. until 1 a. m., will be full of surprises. A bevy of beautiful girls will see that no man is lonesome at this party.

Tuesday, Sept. 25—At 1 p. m. sharp busses will leave the Hotel Statler, Columbus Avenue side, for a trip to Concord and Lexington, taking in all points of interest en route and arriving back at the hotel at 6 p. m.

At 7:30 p. m. sharp the thirty-second annual banquet of the Ass'n will take place in the ball room of the Hotel Statler. The fine musical program has been arranged for the banquet. Speakers of national reputation will make addresses.

FOR THE GOLFERS: A tournament will be held at the Sandy-Burr Country Club, Wayland, Mass. Prizes will be given to those who win. This will make a fine outing for all devotees of the Scotch game.

Coming Conventions.

Trade conventions are always worth while as they afford live, progressive grain dealers a chance to meet other fellows from the field of daily strife and to be convinced that the much maligned horns are truly mythical. You can not afford to pass up these opportunities.

Sept. 24-26. Grain Dealers National Ass'n, Boston, Mass.

September 24-26. Terminal Grain Weighmaster's National Ass'n Eleventh Annual Convention, Statler Hotel, Boston, Mass.

September 24-26. Chief Inspectors Grain National Ass'n Twenty-Seventh Annual Convention, Statler Hotel, Boston, Mass.

September 24-26. United States Feed Distributors Seventh Annual Convention, Hotel Statler, Boston, Mass.

Oct. —. Nebraska Grain Dealers Ass'n First Annual Convention.

Oct.—Ohio Grain Dealers Ass'n semi-annual meeting, at Columbus, O.

Oct. 30-31, Nov. 1. Nebraska Farmers Grain Dealers Ass'n Silver Anniversary, Hotel Rome, Omaha, Neb.

1929, Kansas Grain Dealers Ass'n, Wichita, Kan.

Alfred E. Smith on Farm Relief

Governor Alfred E. Smith in accepting the nomination for President at Albany Aug. 22 said:

Cooperation, coordinated marketing and warehousing of surplus farm products is essential just as coordinated, cooperative control of the flow of capital was found necessary to the regulation of our country's finances. To accomplish financial stability, the federal reserve system was called into being by a Democratic administration. The question for agriculture is complex. Any plan devised must also be coordinated with the other phases of our business institutions.

Our platform declares for the development of cooperative marketing and an earnest endeavor to solve the problem of the distribution of the cost of dealing with crop surpluses over the marketed unit of the crop whose producers are benefited by such assistance. Only the mechanics remain to be devised. I propose to substitute action for inaction and friendliness for hostility. In my administration of the government of my state, whenever I was confronted with a problem of this character, I called into conference those best equipped on the particular subject in hand. I shall follow that course with regard to agriculture.

Leave Detail to Farm Leaders.—Farmers and farm leaders with such constructive aid as well come from sound economists and fair minded leaders of finance and business must work out the detail. There are varying plans for the attainment of the end which is to be accomplished. Such plans should be subjected at once to searching, able, and fair minded analysis, because the interests of all require that the solution shall be economically sound.

If I am elected, I shall immediately after election ask leaders of the type I have named, irrespective of party, to enter upon this task. I shall join with them in the discharge of their duties during the coming winter and present to congress, immediately upon its convening, the solution recommended by the body of men best fitted to render this signal service

to the nation. I shall support the activities of this body until a satisfactory law is placed upon the statute books.

Bleached Wheat Is Not Yellow Wheat.

Kansas and adjacent territory this year suffered one of the wettest harvests in years, resulting in more bleached wheat than ever before, not excepting the crop of 1915. Many cars of wheat therefore have been graded yellow hard winter at different markets.

Under the grading rules it is possible to call the yellowish bleached hard winter yellow; and the supervisor at Hutchinson, Kan., did so, and was backed up by the chairman of the Board of Review at Chicago, their position being sustained by the following instructions issued about 9 years ago.

With reference to dark, hard and vitreous kernels in hard red winter and hard red spring wheat, kernels having a hard and vitreous texture, even though they may have been slightly bleached or are of a light red color, shall be considered dark, hard and vitreous.

Kernels otherwise dark, hard and vitreous, having cracks or checks in the kernel which cause a cloudy or shadowy spot on the kernel, are also to be considered dark, hard and vitreous.

Kernels which are yellow or mottled, or which may have a yellow or mottled spot, regardless of its size, are not considered dark, hard and vitreous. Spots as outlined above clearly indicate a starchy condition of that portion of the kernel.

Dissatisfied with the grading Geo. Gano and the Hutchinson Board of Trade wired Senator Capper, as follows:

Federal supervisors grading our hard wheat on account of bleached as yellow hard. This wheat was practically all dark hard but account delayed harvest, due to excessive rains, wheat has been standing in fields from two to three weeks after ripe, causing wheat to bleach but it is not yellow hard. This rule very detrimental to farmers and grain trade in general. Farmers receiving only 75 to 85 cents. We must have immediate relief from this unjust regulation.

Senator Capper took up the matter with Senator Curtis and both wired Sec'y Jardine of the U. S. Dept. of Agriculture, and received the following reply from M. S. Eisenhower, assistant to Sec'y Jardine:

Every official in department having to deal with this matter anxious that inspection and certification Kansas wheat reflect true grades. Conferences with boards of trade of Kansas City, Wichita, Hutchinson and with representatives of Southwest Millers league has been called at Kansas City Thursday. Confidently expect that full understanding and satisfactory cooperation will result.

THE CONFERENCE at Kansas City Aug. 9 was attended by H. J. Besley, chief of the grain division of the Bureau of Agricultural Economics, R. T. Miles, Chicago, in charge of field headquarters, and O. L. Phillips, chairman of the Board of Review.

As a result of the conference the interpretations of the Department were amplified by the following instructions:

To meet an unusual situation which was clearly not met by existing interpretations or instructions and recognizing the futility of attempting to determine by analysis the color and texture of this bleached wheat, supervisors and inspectors in the markets affected have been instructed by the Department to classify as hard winter all bleached hard red winter wheat which from its general character and appearance indicate it to be of the general quality of that subclass.

Thereafter the supervisor at Hutchinson, A. V. Jones, who had been calling 70 per cent of the receipts yellow, graded none of the arrivals yellow, and the grain men are satisfied. Evidently Geo. Gano is a go-getter and does not believe in iron clad rules.

An Argentine cable of July 19 said: "The Rosario strike is complete and large quantities of flax and corn are lying on docks waiting to be loaded into vessels. Conditions are serious and the strike is not likely to be settled immediately. A great number of business houses have suspended business and it is that electrical workers will strike in sympathy with stevedores and carters who are out for increased wages."

Letters

[Here is the grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

Storing Wheat for Kansas Farmers.

Grain Dealers Journal: The constantly declining wheat market that attended the harvest season in the Southwest this year put an early stop to the rush of wheat to country elevators. Wherever farmers had bin room for storage it is being used and a great deal of wheat was delivered to the elevators to be stored. Reports in different communities run from 30% to 70% remaining unsold and the average is usually high.

Kansas grain dealers with sizeable elevators are utilizing all the space they dare for storage purposes and charging the legal storage rates. Most of them look upon this business as a distinct asset this year. A 30,000 bu. elevator utilizing 20,000 bus. of its space for storage and reserving the remainder for working purposes, is assured of \$200 a month regardless of the slow business caused by the down market. Such a tidy sum in addition to a handling charge looks pretty good to them. They look upon it as a sort of windfall.

Talk of increasing storage facilities is common and it is safely to be expected that a great deal of work along this line will be effected before another crop moves. Elevators are seeking to take advantage of a situation that is being thrust upon them.

In a few localities leading farmers have learned the advantages of selling their wheat at the market price and buying futures against it, this being a flexible means of accomplishing the same result without the dangers connected with holding the cash grain. But there are still many districts where a Board of Trade sounds like a wicked mart capable of doing no good

except for itself, and farmers are disposed to hold their actual grain, storing it when they have no facilities on the farm.—Orrin Moor.

Coal Is Cash!

Grain Dealers Journal: Read with interest the convention reports, but was particularly impressed with the discussion on coal sales.

Apparently many grain men extend credit on coal. To my way of thinking this practice is bound to "get" them in time, for it just takes a ton or two of unpaid for coal to eat up all the profits on a car load. How do credit lending grainmen get around that fact, by charging excessive prices?

Was particularly interested in reading Mr. Greenwood's remarks at the Oklahoma convention. Contrary to his practice we do an extensive small-lot coal business, but it is all cash. So is everything else we sell.

What if the grain men of the country "charged" all the grain they bought from farmers, why just think of the interest we could save on a crop. We pay the farmer cash for grain and we take the money for side-line sales. Why not? How in the world any grain man can continue to lend credit and pay interest for the privilege, and at the same time expect to stay in business very long is beyond me.—Yours for a strictly cash basis.—Iowan.

An injunction restraining the New York Cotton Exchange from delivering alleged inferior cotton on future contracts was denied Louis N. Osmond, a cotton trader, by Justice Frankenthaler July 26, holding that the petitioners had failed to prove the existence of the inferior cotton.

More Elevators for South Africa.

The grain elevator system of South Africa will be greatly enlarged, if the recent proposal to expend £750,000 (\$3,645,000) for that purpose, is carried out, states a report from Assistant Trade Commissioner Edward B. Lawson. The agitation for more elevators has gained considerable force lately and a deputation recently presented the matter to the Minister of Railways and Harbors, who is reported as being favorable to the proposal, provided corn growers guarantee to support the elevators.

It is claimed that the present system is incomplete and the accommodation inadequate. The elevators were blocked up early last season and there was consequently no storage for the bulk of the grain produced by farmers.

The problem of quick dispatch of corn through the elevator system will, it is believed, be solved by the adoption of a new sliding scale of charges gradually increasing with the length of time the grain is kept in the elevators.

Death of Alfred Brandeis.

After a two weeks' illness Alfred Brandeis died Aug. 8 aged 74 years.

He was the son of Adolph D. Brandeis, who in 1852 had founded the firm of Brandeis & Crawford in the grain business at Louisville, Ky. Leaving school Alfred became a member of the firm. He was one of the organizers of the Louisville Board of Trade, and was a loyal supporter of the Grain Dealers National Ass'n in its early years. During the war he was appointed by the Food Administration to investigate charges of profiteering by millers. After three years with the Food Administration as a dollar a year man he was chairman of the Kentucky com'tee for German child relief, a work that appealed to his sympathetic nature.

Mr. Brandeis was one of the organizers of the Lincoln Bank & Trust Co., a stockholder of the Louisville Industrial Foundation and a member of four leading clubs. He was a brother of Louis D. Brandeis, a member of the United States Supreme Court.

Surviving him are Mrs. Jennie Taussig Brandeis and his four daughters, Miss Adele, Miss Fannie, Mrs. W. H. McCreary and Mrs. Chas. G. Tachau.

Jardine's Wheat Went to Pool.

A statement has been widely circulated in the press that Sec'y of Agriculture Jardine, who is a member of the wheat pool, sold his crop this year to the Manhattan Milling Co., Manhattan, Kan., instead of to the pool.

John Vesecky, president of the Southwest Co-operative Wheat Growers Ass'n, believes this false statement is very unjust to Mr. Jardine as a reflection upon his honesty and integrity.

Mr. Vesecky now states that Mr. Jardine delivered all of his share of the crop to the Kansas Wheat Pool, and the wheat that was sold to the mill was his tenant's share of the crop, over which he had no control.

Protein of Southwest Wheat Results in Reduced Premium.

BY TRAVELER

Experiences of grain dealers and millers of the great Southwest during the harvest season just completed gives every indication of knocking a huge, gaping hole in the theories about wet weather and the protein content, and moisture in the harvested grain as related to the protein content. Protein over practically the entire area has been maintaining an unusually high average in spite of one of the rainiest harvest seasons on record. This has knocked the spots off some of the high premiums for this somewhat nebulous factor, for which many of the dealers are grateful, particularly those in low protein areas.

At the beginning of the harvest season when cars of Southwestern wheat started the movement to terminal markets, nearly all the grain graded No. 1 Dark Hard. The rainy season started again after less than a week of good combine weather and continued throughout the harvest period. Averages on first run grain were around 12% protein. Averages on later cars carrying 14% of moisture and more continued at this level.

Protein is commonly believed to depend upon hot dry weather, particularly during the dough stage. Shriveled and under weight berries, hard and dry, have been eagerly seized by grain dealers and millers at premium prices, because of the alleged protein content. They demanded 54, 56 and 58 lb. grain for mixing purposes.

Yet this year brought plenty of rain while the wheat was in the dough stage and the rain continued thereafter following only a few days of dry weather. In spite of test weights of from 60 to 63 lbs. and moisture of 14% and over, the protein content continued high.

The pre-harvest predictions of grain dealers to the effect that protein would not prove a problem this year have come true, but not in the same way as was expected. The wet weather was expected to lower the protein content until there would be little if any in the country. Whereas it has proven plentiful and the problem has been eliminated because of the disappearance and lowering of premiums.

The farmer made \$67 more in 1927 than he did in 1926, according to a report issued by the Department of Agriculture from a survey of 13,859 farms in all parts of the country. The average farm for 1927 showed an average net return of \$1,290, as compared with \$1,133 on 13,475 farms in 1926. The average size of the farm reporting in 1927 was 275 acres with an average investment of \$15,445.

The Sojus-Chleb, the new Russian grain organization formed to take over all Soviet grain supply concerns, is now in operation, with a capitalization of 300,000,000 rubels. Some 89 elevators, 114 grain warehouses, and 400 mills with a daily capacity of 7,500,000 tons of grain, are controlled.



Alfred Brandeis, Louisville, Ky., Deceased.

Getting Premium for High Protein Wheat

From Bulletin No. 213 of Montana Agricultural Exp. Sta. by E. J. Bell, Jr.

The protein content of wheat from different parts of the same field may differ by as much as 3 or 4%.

A sample from the south end of a field tested 16% of protein and that from the north end tested only 13%. (The variation was accounted for by two local showers that passed over the north end of the field when the wheat was ripening.) When the field was combined, the wheat from each part was put into separate bins. Probed samples from these bins showed a protein test of 16% in one bin and 14% in the other. At the time the crop was sold the difference in value between wheats of these different qualities was over 20 cents per bushel.

Tests will vary according to the kind of container in which the samples are sent to the laboratory.

Samples sent to a laboratory should be enclosed in an air-tight container. Just as the butter test of milk is lowered when water is added, so the protein content of wheat becomes higher when the sample dries out. Wheat samples in a cloth sack will lose a great deal of moisture.

A sample of the field should be taken before the grain is cut to determine which fields are high and which are low in protein.

Another important factor in handling high protein wheat is the problem of keeping it separate from wheat of lower quality. The elevator man usually has all his bin space occupied during the heavy movement of grain and so cannot separate the different lots of wheat. If the farmer can hold his high protein wheat on the farm until it can be "special binned" or binned with other wheat of known high protein content, he usually can obtain the full premium value of his product.

For the foregoing reasons, farmers with wheat of high protein content are finding it profitable to provide at least temporary storage space on the farm in years when such wheat is scarce.

The local elevator managers have to base their prices on the average protein content at their stations and often have been unable to keep high and low protein wheat separate. Farmers having high protein wheat found that they could get better prices by shipping it direct than by selling locally, and those having low protein wheat found that they could get a better deal at home. This condition has greatly stimulated the practice of direct shipping, especially in 1927, when unusually high premiums were paid for high protein wheat.

Direct Shipping Not Always Profitable.—At first thought it seems as if farmers could always make money by shipping their wheat direct because they avoid the costs incident to elevator operation. This, however, is not the case, as shown by the experience of the past several years. When the price falls while the car is moving to the terminal, the farmer, of course, loses. Elevators are sometimes able to pay better prices for wheat of certain qualities because of their mixing facilities and their contacts at the market. Farmers with low protein wheat can often make better deals at home when the elevator is paying on the basis of the average protein content of the locality. Furthermore, when a car is not properly coopered and prepared for shipment, enough grain leaks out in transit to cause heavy losses. For these and other reasons, direct shipments of wheat do not always show gains over what could have been obtained locally, although substantial profits are made by the practice in some cases.

The percentage of the Montana wheat crop loaded on track in recent years without using local elevator facilities has been: 1921, 15.4; 1922, 13.6; 1923, 21.1; 1924, 21.6; 1925, 7.3; 1926, 3.9; 1927, no data available.

Buying Wheat on a Protein Basis.—The most perplexing question caused by the introduction of the protein test is the one the country elevator buyer has to face. If he pays a flat premium on the basis of the average protein content at his station, the men having high protein wheat probably will ship to the terminals and those having low protein will sell to him, sometimes at higher prices than he can afford to pay. If he does pay the farmer full premium for the wheat at the time of delivery, he incurs a risk of losing heavily if premiums decline before he sells, because it is impossible for the elevator man to hedge against fluctuations in the premium between the time he buys from the farmer and the time he sells at the terminals. The local elevator affords valuable service in handling the wheat crop and if farmers can help the elevators to solve the problems brought on by the protein test, such cooperation will be for the benefit of all concerned.

Reflecting premiums to the individual grower, however, is more difficult. The chief difficulty

in handling wheat on a protein basis lies in the fact that protein content can not be accurately determined without complicated chemical apparatus which the elevator manager does not have time to operate and which is too expensive to be installed in every elevator. Thus, before final settlement can be made as to the premiums to be paid for high protein wheat, it is necessary to secure an accurate, representative sample of the farmer's crop and have it tested for protein at an officially recognized laboratory. This solves only part of the problem, because with one or two dozen trucks and wagons waiting to be unloaded, the elevator manager must know approximately which of these loads are high, low, or intermediate in protein before he can bin them so as to keep wheats of different protein content separate. Furthermore, some elevators lack adequate bin space to store wheat of different grades and protein content, even when they make only three divisions according to protein.

The first step, then, in preparation for buying wheat on a protein basis at the country elevator is to provide adequate storage space to keep wheats of different protein content separate. At some points this is being done by building auxiliary houses. Other managers advise farmers with high protein wheat to hold it on the farm until special binning facilities can be provided.

The next step is to determine the approximate protein content of the wheat before it is delivered. This is done at many Montana stations by making a preliminary survey before the crop is threshed. The results expected from such a survey are an approximate indication of which fields, benches, and valleys have wheat that is high and which have wheat that is low in protein.

Elevator managers who have had several years' experience in buying wheat on a protein basis say that they can distinguish in a general way between wheats with high and low protein content. From the results of preliminary surveys and from the appearance of the kernels, many Montana elevator men can tell the approximate protein content when the wheat is delivered. Although such determinations are not accurate enough to use as a basis on which to pay the farmers, they are accurate enough to use as a guide for binning wheats of different quality.

Keeping Wheat Separate.—It is not usually found necessary to divide wheat within one per cent of protein, that is, to keep 10, 11, 12, 13, 14, 15, 16, and 17 per cent wheat in separate bins. It is usually sufficient to keep separate wheats of high, low and intermediate protein content. It is not often profitable to mix all the wheat together if different prices have been paid on a basis of protein. When there is a greater spread in price between 12 and 13 per cent than between 11 and 12 per cent, an elevator would lose by mixing such wheat. This is illustrated by the following values of No. 1 dark northern spring based on quotations offered by a Minneapolis commission company on March 18, 1928:

1,000 bus. 11% protein.....	\$1,330
1,000 bus. 13% protein.....	1,600
2,000 bus. separate.....	2,930
2,000 bus. mixed 12% protein.....	2,860

The third step in the plan adopted by many Montana elevators in 1927 was to secure representative samples from the farmer's crop. If the farmer loads his wheat in a freight car, this is a comparatively simple matter because a probed sample can be taken off the car after it is loaded. Grain should be thoroly mixed before loading because pockets of inferior grain may cause the car to be graded on the basis of the lowest quality in the car.

When the farmer delivers in wagon-loads, the usual method is to take one handful from each load and put it into a sack or box. This system of keeping samples at the elevator in sacks or boxes has caused considerable grief among the elevator men. The samples dry out much more than the grain in the bin, and as the wheat dries out the percentage of protein naturally increases. Hence when the dried sample is sent to a laboratory the protein content of the wheat in a car as it arrives at the terminal market, and the elevator loses money in the transaction.

Altho they do not buy wheat on a protein basis, Canadian grain buyers have established a custom of keeping samples of farmers' grain as a check on the tests of special binned wheat which the farmer ships direct to the terminal. One handful from each load is placed in a galvanized iron box 9 inches long, 4 inches wide, and 4 inches deep. When the crop is hauled, the farmer and the elevator man each send a portion of the sample to a grain inspector and

the farmer either ships his wheat or is paid by the elevator on a basis of the grade determined.

It is believed that wheat kept in such boxes does not dry out as much as it does in sacks, but some drying probably takes place because the boxes are not air-tight. For the reason that samples kept in sacks and boxes dry out and so change the results of the protein test, a few Montana elevators plan to use glass jars with rubber rings or other air-tight containers as checks against the first test if either party is dissatisfied. The other portion will be put into an air-tight container and mailed to a laboratory for test. If the farmer wishes to sell his wheat at the time of delivery, he is usually paid the price quoted on the "card." When returns are made by the laboratory, the premium is determined and if the wheat commands a premium over the card price, a further payment is made.

Card Price on Low Protein.—Much confusion has sometimes resulted because of variations in the protein premium on which the card is based. The card price usually reflects the premium for a low average protein content of the wheat in the locality or district. In 1925 the card for many Montana stations was based on 14 per cent protein. In 1927, with a wheat crop averaging much lower in protein than in 1925, the card was based on the premium for wheat testing 11 to 11.5 per cent protein. Many elevator managers and grain buyers attempt to clear up such misunderstanding by informing the farmers what protein content is used as a basis for the card price in their district. In many other cases, however, the elevator manager himself lacks such information, which can be obtained by writing to the Grain Bulletin, at Minneapolis.

Elevator managers and farmers have expressed a need for advance information on the protein content of the hard red winter wheat and spring wheat crops. When the protein content of these crops is high, premiums usually are low; and if there is a scarcity of high protein wheat, premiums usually are high.

Even when the greatest possible care is taken to secure accurate samples and to bin wheats of different protein content separately in years when protein is an important factor, variations sometimes occur which cause losses on the part of elevators. Hence most elevators have not attempted to reflect the full premium value of high protein wheat but reserve a certain margin for their own protection. This is justified by the fact that buying on a protein basis at country points is in its experimental stages.

Wheat ground during June by 1,041 mills totaled 35,470,029 bus., which was 44.3 per cent of total capacity operated. During June of 1927, 1,052 mills ground 39,085,289 bus., which was 49.6 per cent of the total capacity operated. This is the fewest number of mills operated, the smallest quantity of wheat ground, and the smallest percentage of total capacity operated since January, 1927.

New Wheat Grading Low thru Moisture.

During August the character of the wheat arriving at terminals underwent a change for the worse.

Receipts at Chicago Aug. 3 included 80 cars of No. 1 hard red winter wheat, out of a total of 261 cars of wheat of all kinds received that day, the wheat of high quality forming 30 per cent of the receipts. On Aug. 23 the reported receipts included not one car of No. 1 out of a total of 74 cars received.

For the first ten days of the month out of receipts of 2,437 cars 333 graded No. 1. In the ten following days out of receipts of 2,380 cars only 96 graded No. 1.

One car of sample or No. 5 wheat was graded in Aug. 2, out of 206 cars, while 10 days later on Aug. 14 75 cars were inspected in as No. 5 or sample out of a total of 578 cars.

No. 2 hard red winter dropped from 142 cars on Aug. 3 to 63 cars on Aug. 16, while the poorer grade of No. 4 increased from only 12 on Aug. 3 to 49 cars on Aug. 16.

Moisture in the wheat now arriving is the factor held responsible for the lower grading. The moisture makes the wheat sticky and reduces the test weight. Also, those unfortunate in having damp wheat are wisely pressing it on the market as there is danger of its going out of condition on their hands, while owners of dry wheat who are dissatisfied with recent low prices are developing a tendency to hold the good wheat off the market. Much good wheat remains to come forward.

Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

ALABAMA.

Dothan, Ala., Aug. 17.—Crops are good this year. Will be shelling new corn about Sept. 15. Cotton is extra good this year.—J. J. Daring.

CANADA.

Winnipeg, Man., Aug. 24.—Eleven cars of new wheat were received at this market today, of which 2 cars graded No. 1 northern and 4 cars No. 2 northern.

Winnipeg, Man., Aug. 11.—The Dominion Bureau of Statistics today issued a revised estimate of acreage increasing the total wheat acreage for the prairie provinces to 23,098,505 acres. The increase issued over the preliminary estimate, issued on June 30, was some 45,000 acres. The new total is some 500,000 acres less than the estimate made by the Northwest Grain Dealers Ass'n.—Grain Trade News.

ILLINOIS.

Teupolis, Ill., Aug. 18.—The wheat crop was a complete failure. The oats crop is very good and the corn crop is about 50%. Trade conditions are very poor.—Siemer Mfg. Co.

Springfield, Ill., Aug. 22.—Corn is in the roasting ear stage. It needs rain in places, especially in the central counties where there is some firing. It is excellent in the northern division. Threshing is largely completed.—Clarence J. Root, meteorologist.

Rockton, Ill., Aug. 21.—No winter wheat grown in this locality, but a considerable acreage of spring wheat which is of fair quality and yielded 15 to 25 bus. per acre. Barley and oats are better than average and quality very good. Much winter rye is grown in this locality and the crop was badly winter killed, resulting in the smallest crop in many years. There was a severe wind storm the night of Aug. 20 and the corn was blown down badly.—C. E. Phelps, Phelps Grain Co.

Springfield, Ill., Aug. 11.—Generally speaking, the condition of corn is very favorable over most of the central and northern counties, representing about 75% of the state acreage where stands are mostly tall and heavy. Condition tapers off rather rapidly to widely varying and below average conditions in the southern third of the State. While there are some complaints of weedy fields in the central and northern counties, the general prospect is the best in recent years. The state condition of corn on August 1st is rated 83% of normal against 57% a year ago and the 10 year average of 77% for this date. State production outlook 360,614,000 against 254,000,000 bus. a year ago and the past five year average of 320,656,000 bus. Illinois winter wheat yield reported at 15 bus. per acre compared with 13.5 bus. a year ago and the ten year average of 17.4 bus. State production 17,190,000 bus., compared with 30,156,000 bus. last year. State spring wheat condition 79% with production outlook placed at 5,724,000 bus., compared with 3,888,000 last season. Illinois oats condition rated at 85%, compared with the 10 year average of 76%. State production outlook 166,997,000 bus., against 102,204,000 bus. last year. Illinois barley condition 85%, indicating a probable production of 20,808,000, compared with 13,364,000 produced last year. Illinois rye yield 15 bus. per acre, compared with the 10 year average of 15.7 bus. State production 825,000 bus., against 899,000 last year. Illinois tame hay condition 71%, compared with 95% last year and 10 year average of 78%. Pastures are reported at 81%, compared with the 10 year average of 76%.—A. J. Surratt and R. K. Smith, agricultural statisticians.

INDIANA.

Lafayette, Ind., Aug. 20.—Oats are about 60% threshed. They are yielding 35 to 60 bus. west of town and 50 to 90 bus. per acre east of town. Quality and weight are fine, 31½ to 36 lbs. test.—A. E. Hartley.

Petersburg, Ind., Aug. 18.—Excessive hot weather in August, followed by a cool spell, caused much of the corn in Pike County to fire and in many fields, it is estimated, the yield has been cut 50%. Farmers are breaking their fall wheat ground, using tractors to do the work. Many farmers in this section will sow Purkoff wheat regardless of the fact that the market price is from 15 to 20 cents per bu. less than other kinds of wheat.—C.

Evansville, Ind., Aug. 18.—Corn on the hill lands is looking very good and it is anticipated the yield will be much better than that of last year. Much corn in the bottoms along the Ohio and Wabash rivers was drowned out by the recent high water. Taken as a whole the yield of corn in southwestern Indiana is expected to be larger than that of last year. Alfalfa cutting has been done by many farmers in this section and four cuttings have been secured from some of the fields. Oats in this section are the best in many years and the quality of the grain is better than usual. Many farmers will use oats for feeding this fall and winter, using the grain in the place of mill-feed.—C.

IOWA.

Hedrick, Ia., Aug. 23.—Corn is good. The small grain has been threshing wet.—W. I. Miller, mgr., Square Deal Mfg. Co.

Algona, Ia., Aug. 23.—We are having a big crop of small grain to handle this season and a bumper corn crop coming.—Fred Anderson.

KANSAS.

Newton, Kan., Aug. 23.—Early corn is looking fine, with great big ears so heavy that they lop over. Late corn has burned a little at the edges and some concern is felt regarding it. Dealers are expressing hope that the reports of frost in Canada will cause a sharp upturn in the market and start some of the wheat that is back in the country to moving.—L. M. Rowing.

Topeka, Kan., Aug. 10.—This year's Kansas winter wheat crop is estimated as the largest on record. An average yield of 17 bus. per acre on 10,532,000 acres harvested places this year's production at 179,044,000 bus. This has been approached only once before, in 1914, when an average yield of 20.5 bus. per acre on 8,600,000 acres yielded 176,300,000 bus. The average quality of this year's wheat crop is estimated at 86% compared with 87% last year and 96% in 1926. Reports from about 500 operators of mills and elevators indicates that 35% of this year's wheat will grade No. 1; 29%, No. 2; 17%, No. 3; 11%, No. 4; 4%, No. 5; and 3% sample. Last year on the same basis the percentages estimated were: 42%, No. 1; 29%, No. 2; 17%, No. 3; 7%, No. 4; 3%, No. 5; and 2% sample. The Kansas corn crop came up to August 1 with about the best average condition ever recorded. The rating is 90% of normal, compared with 80% a month ago, 83% a year ago, and a ten year August average of 73%. This condition, based on past experience, justifies an expectation of an average yield of about 27 bus. per acre this year on 6,723,000 acres for a potential crop of 181,521,000 bus. Last year's corn crop was estimated at 176,910,000 bushels on 5,897,000 acres. The five year average Kansas corn crop has been 120,170,000 bushels. Stand is estimated at 91% perfect.—State Board of Agriculture.

MICHIGAN.

Detroit, Mich., Aug. 1.—The writer took an automobile trip thru a good part of Michigan last week and oats and barley look wonderful.—H. W. Rickel & Co.

Lansing, Mich., Aug. 11.—The rye forecast is 2,366,000 bus. for the state, compared with 2,617,000 bus. last year; the buckwheat forecast is 714,000 bus., compared with 689,000 bus. last year; field beans are estimated to produce 5,460,000 bus., compared with 5,094,000 bus. in 1927; sugar beets 698,000 tons, compared with 698,000 tons in 1927.—Michigan Department of Agriculture.

Wayland, Mich., Aug. 15.—We had a splendid crop of good quality oats, some fields making as high as 85 bus. to the acre. The average production is better than 70 bus. The test weight is around 35 pounds. They were sown early. Last year all white oats were planted. When ground they made splendid feed, as the berry was full of meat. Wheat is of good quality and testing as high as 62 pounds per bushel. It is making from 15 to 47 bus. to the acre, the average being around 35.—William Graczyk, proprietor, Wayland Feed & Coal Co.

MINNESOTA.

Minneapolis, Minn., Aug. 22.—With the exception of the damaged section in South Dakota, the corn has held its good condition. In North Dakota, with favorable weather, a large portion of the corn should mature, although recently its growth has been retarded by cold nights. If the corn does not escape frost in the northern districts, it will be cut for silage and used for feeding.

With the exception of late flax in South Dakota, which was damaged by the heat, the crop has developed very satisfactorily. In some of the northern districts fine yields are anticipated as the fields are heavy and the bolls well filled. The major portion of the crop is now beyond danger of damage by frost. Black rust fortunately has made but little progress this season and the damage to wheat and durum will probably be the lightest in a number of years.—The Van Dusen Harrington Co.

MONTANA.

Helena, Mont.—All wheat in Montana is placed by our Aug. 1 estimates at 73,735,000 bus. This compares with 80,208,000 bus. harvested in 1927, 44,665,000 bus., the 1926 crop and the state's average production for the five years (1922-1926) of 46,397,000 bu. The 1928 crop therefore promises to be the second largest for the state. No other July since crop reporting records have been kept shows as large an improvement in crop conditions generally in Montana than that just witnessed. Between July 1 and Aug. 1, compared with a 10-year average decline of 8.6 points, eight principal crops this season show an improvement of 14.4 points, the gains by crops being as follows: Corn, 11 points; spring wheat, 16 points; oats, 15 points; barley, 13 points; flax, 20 points; tame hay, 13 points and wild hay 19 points.—State Department of Agriculture.

NEBRASKA.

Bridgeport, Neb., Aug. 8.—Crops look good, and the combines have started.—Fred Richardson.

South Bend, Neb., Aug. 15.—Fall wheat was a very good crop. Prospects for corn are good, but we need rain shortly if it is not damaged.—Glenn F. Weaver.

Fallon, Nev., Aug. 21.—The grain crop is the largest in the history of this valley.—L. T. Kendrick, mgr., Fallon Flour Mills Co.

OHIO.

Hicksville, O., Aug. 24.—Threshing is practically finished. Rain has finally come to the community, but will not remedy the drought damage.—H. Grover, mgr., Hicksville Grain Co.

TEXAS.

Austin, Tex., Aug. 22.—Very little grain is raised here, and practically all of wheat is used for home consumption.—X.

WASHINGTON, D. C.

Washington, D. C., Aug. 14.—Production of timothy seed is expected to be much smaller than last year on account of a marked reduction in acreage and lower yields per acre. Based upon the report of hundreds of growers and country shippers during the first week in August the crop is estimated to be about 35 to 45% smaller than the unusually large 1927 crop. Threshing has not proceeded far enough to determine what yields are likely to be.—U. S. Bureau of Agricultural Economics.

Washington, D. C., Aug. 17.—Reports received by the U. S. Dept. of Agr. from nearly 20,000 farmers reporting for their own farms as of Aug. 1, show intentions to sow an acreage of winter wheat this fall 2.1 per cent less than that of last fall. The indicated acreage intended to be sown is about 6 per cent or nearly 3,000,000 acres less than the acreage indicated by the intentions reported as of Aug. 1 last year. During the past four years the acreage sown has been, on an average, less than expressed intentions by about 6 per cent. Intended acreage of winter rye for grain is reported by farmers at 8.6 per cent greater than the acreage sown last fall.

An unloading record was established at the Kansas City Santa Fe Elevator "A," operated by Davis-Noland-Merrill Grain Co., on July 27, when 216 cars (330,000 bushels) were unloaded in 10 hours. Four electric dumps were in operation, altho one was used but part of the time. The elevator was loading out wheat at the same time this record was being set.

Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Havelock, N. D., Aug. 11.—Small grain is just starting to come in.—Western Grain Co.

Manchester, Okla., Aug. 17.—Fully 50% of our wheat remains unsold, either on farms or in storage.—G. T. Price, State Line Grain Co.

Clearwater, Kan., Aug. 14.—Practically no wheat is moving. The low prices have caused the farmers to lose interest in selling.—Ray Senter.

Adams, Kan., Aug. 16.—About 40% of the wheat is still in the country and is being held for a higher price.—S. H. Lazarus, agt. Bowersock Mill & Power Co.

Hicksville, O., Aug. 24.—Movement is about over. Farmers are not willing to take grain out of store and sell at prevailing prices.—H. Grover, mgr., Hicksville Grain Co.

Prince Rupert, B. C., Aug. 10.—Grain shipments for the crop year 1927-1928 totaled 7,929,192 bus., as compared with 5,581,927 bus. in 1926-1927.—Merchants Exchange.

St. John, Kan., Aug. 9.—About 50 per cent of our wheat is still in the farmers' bins, principally due to the low prices.—H. J. Heaton, mgr., Farmers Union Co-op. Ass'n.

Cincinnati, O., Aug. 14.—Oats are moving slowly, account the great amount of farm feeding and storing, because of their cheapness.—Ralph H. Brown, Henry W. Brown & Co.

Viola, Kan., Aug. 16.—Practically no grain has moved since the price on wheat went below a dollar to the farmer. A large share of the crop has been put in bins or in store and will not move until the price goes up.—R. F. Burt, Viola Grain Co.

Hunnewell, Kan., Aug. 21.—No wheat is moving at present prices. About 25% of our wheat is still back in the country. Our corn crop is made and looks the best in years.—J. M. Edgar, The Farmers Grain Co.

Rosenfeld, Man., Aug. 13.—The first car of new wheat from western Canada's grain fields was loaded today and consigned to the Lake of the Woods Milling Co., Keewatin. It graded No. 1 Northern, and the variety was Ruby.—G. T. N.

Vancouver, B. C., Aug. 10.—Grain shipments from this port for the crop year 1927-1928 were as follows: Wheat, 79,669,082 bus.; oats, 395,322 bus.; rye, 217,684 bus. For the crop year 1926-1927 the shipments were as follows: Wheat, 34,948,219 bus.; oats, 24,512 bus.—Merchants Exchange.

Bayneville, Kan., Aug. 14.—About 70% of our wheat has been binned. Much of this was put in bins while it was damp and we expect fully one-third to be ruined from this cause. Farmers show every disposition to hold wheat until the market strengthens.—T. H. Lough, mgr. Bayneville Cooperative Equity Exchange.

Evansville, Ind., Aug. 18.—Little old corn is being delivered at the corn meal mills and elevators. Some of the mills in Evansville are bringing in yellow corn from the west to be used for grinding purposes. Corn meal demand has been a little slow during the past month. A better demand is looked for with the coming of cooler weather. Cracked corn is moving fairly well.—W. B. C.

Montreal, Que., Aug. 10.—Receipts of grain during August as compared with August, 1927, in bushels, were as follows: Wheat, 25,646,395—17,619,764; corn, 137,728—38,387; oats, 4,348,023—4,080,094; rye, 968,408—8,446,759; barley, 499,819—4,064,957; flaxseed, 119,312—120,566. Shipments similarly compared were: Wheat, 19,487,778—11,676,931; corn, 26,268—6,750; oats, 4,345,748—2,636,327; rye, 1,549,449—4,867,709; barley, 1,546,623—2,658,452.—Sec'y J. Stanley Cook, Board of Trade.

Kansas City, Mo., Aug. 18.—The wheat market has shown remarkable resistance to the continued bear news. The visible increased

The Procrastinator.

By PETER PARSIMONIOUS

It is a custom old and punk
To keep and use decrepit junk,
Machines, grown dizzy with decay,
Which should be pooled and thrown away,
Old scales with organs in distress,
Long past their day of usefulness.
"This motor's sick," I used to say,
"It may burn out 'most any day;
"This cleaner has a coat of rust,
"This belt is ready now to bust;
"But I must save, and so I fear
"Twill have to do another year.
"This dump is in a fearful state
"With uprights cracked and far from straight,
"But I can't buy a new one now,
"I'll wiggle through with this some how.
"This man-lift is a sight to see;
"Made of an old worm-eaten tree;
"Its frame is sprung and slate half gone
"Back yonder in the days of John;
"Spouting's about to bust out,
"Distributor now throws grain about,
"Clutch sticks and grabs just horribly,
"The house needs paint deplorably;
"But I must save a mite or two
"And try somehow to make 'em do."
'Twas thus I reasoned, like a chump,
Instead of freshening up the dump!
The time I lost and can't recall
Would almost build the Chinese wall;
At last I saw that kind of plan
Would soon destroy a normal man!
"In my crude eagerness to save,"
I said, "I'm heading for the grave.
"I'm through with this old crippled stuff;
"I've tried it out and had enough.

nine or ten million bushel a week for the past few weeks, and has now reached the enormous total of nearly eighty million bushel. Export demand continues very slack, where we should be exporting freely at this time. Ordinarily if we do not sell it at this time of the year we do not sell it at all, for there are other sources after the 1st of September, Canada, then Argentine and other Southern Hemisphere countries.—Shannon Grain Co.

Vancouver Will Trade in Futures

On Sept. 1 the Vancouver Merchants Exchange will begin trading in grain for future delivery.

To finance the Vancouver Grain Exchange Clearance Ass'n \$50,000 of shares in the clearing house was offered to members of the Grain Division of the Merchants Exchange and promptly oversubscribed.

The plan took concrete form July 7 when the plan of incorporation was drafted, and subsequently adopted.

It is admitted by all those engaged in handling grain moving via the Pacific Route that the greatest hazard incurred in the operation is the lack of suitable hedging facilities, and accordingly it would be to the material benefit of all concerned if suitable means were provided to eliminate or minimize this risk. It is felt that such a medium would not only assure the movement of a greater volume of grain via the Western route, but would also permit of the business being handled by the different interests concerned on a materially lesser margin, thus assuring a greater return to the producers.

A thoro survey has been made of the various factors which have a bearing upon the proper conduct and successful operation of the Vancouver futures market, such as the haulage ability of the railroads and the storage capacity of the terminal elevators at the seaboard. It is considered that both of these factors are commensurate with the demand which will be made upon them.

Traveling Thresher for Windrowed Wheat.

In the dry regions of the far West and in Washington, Oregon and California where wheat is grown under irrigation it is possible to use the combined harvester-thresher on the standing ripe, dry grain.

From Kansas eastward, however, in a more humid climate the introduction of the combine has met the obstacle of occasional rainy weather and dewy forenoons, making the standing wheat so damp that after combining it would spoil in the bin. Waiting until afternoon for the wheat to dry out sufficiently for safe threshing wastes time of the machine and makes it necessary to employ more machines and more men for the same acreage, thereby losing a great part of the saving effected by the use of combines.

A new plan that permits the cutting of damp wheat without loss is being tried at Scott City, Kan. The standing wheat is cut high by a header, called a "swather," cutting a swath 12 to 16 ft. wide, which lays the cut wheat in windrows.

After curing 3 or 4 days the windrowed wheat is threshed by a traveling thresher, equipped with a drum having four rows of pick-up fingers to lift the grain in the windrows and pass it on to the feeder of the thresher. It is the theory of the inventors that a man with a windrower and traveling thresher can get into his wheat as early as the man with a binder. The windrowers cost \$275 to \$400 and the pick-up attachment for the combine about \$100. The wheat grower who possesses these attachments can dispense with their aid when the standing wheat happens to be dry at the time of cutting.

Orderly marketing cost the members of the Ontario Grain Pool 1½ cents per bushel for the salaries, bookkeeping and stationery at the Toronto office, for the first year's operation ending July 24.

Daily Closing Prices.

The daily closing prices for wheat, corn, oats, rye and barley for September delivery at the following markets for the past two weeks have been as follows:

WHEAT													
	Aug. 10	Aug. 11	Aug. 13	Aug. 14	Aug. 15	Aug. 16	Aug. 17	Aug. 18	Aug. 20	Aug. 21	Aug. 22	Aug. 23	Aug. 24
Chicago	109½	109½	111	111½	111½	112½	112½	111½	109¾	108¼	109¾	111¾	109¾
Kansas City	101½	101½	103¾	107	105¼	106	105¾	105	103¼	101½	102¾	105¼	103¼
St. Louis	108½	108½	109¾	113	110½	112	111½	111	109½	107¾	108¾	111	108½
Minneapolis	106½	106½	108	111½	110	110½	110¾	110	107¾	106½	107¾	110¼	108¾
Duluth	107¼	107¾	108½	112¼	110¼	111½	110¾	110½	108¾	107	108¼	110¾	108¾
Winnipeg (October)	110¾	111¾	111½	115¾	113¾	113¾	113¼	112	110½	108½	109¾	113¾	110½
Milwaukee	109	109½	111	113¾	111½	112¾	112½	111¾	109¾	108¼	109¾	111¾	109¾
CORN													
Chicago	92½	88¼	87¾	88½	86¼	87¾	88½	89½	91¼	88¾	89¾	89¾	89½
Kansas City	85¼	82½	82½	83½	81¾	83¼	83¼	85½	87½	85¼	86¼	87¾	87¼
St. Louis	92¾	88¾	87¾	89¾	86¾	89	89¾	92¾	94¾	92¾	94	94½	95½
Milwaukee	87¾	88¾	87¼	88¾	86	87¾	88	89¾	91¼	88¾	89¾	89¾	89¾
OATS													
Chicago (New)	36¾	37	37	36¾	36¾	36½	36¼	36	35¾	35¾	36	37¾	37
Minneapolis	34½	34¼	34¼	34	34¼	34	33½	33¾	33	33¼	33¾	34¾	34¾
Winnipeg (October)	44¾	44¾	44¾	45¼	45¼	44¾	44¾	44¾	44¼	44¾	45	48	47¾
Milwaukee	37¾	37¾	37	36¾	36¾	36½	36¼	36¾	35¾	35¾	36	37¼	37¾
RYE													
Chicago	94½	92¾	93½	96	95	96½	95¾	96¼	95	95¼	94½	97½	96
Minneapolis	88¼	86½	86¾	90	89¾	90¾	91	91½	90¼	88¾	88¾	91¼	90
Duluth	92	90½	90¾	92¾	91¾	92¾	92¾	93¼	91¾	90¾	90¾	93¾	91¼
Winnipeg (October)	93	92	92¾	95¾	94½	94¾	94¾	94¾	93	91½	92	94½	92½
BARLEY													
Minneapolis	61½	60	58¾	59½	58¾	59½	58¾	58¾	58¾	58¾	58¾	60½	59¾
Winnipeg (October)	66½	65¾	64¾	65¾	64½	64¾	64¾	64¾	64	63¾	64	66	65¾

Gravity Dump at Oketo, Kan.

Even before the development of modern grain elevator equipment progressive grain dealers and elevator builders made use of every natural advantage of site and arrangement. With the production of surplus crops in northwestern Kansas came the demand for bulk-handling plants. Early elevators were operated by blind horses that had outlived their usefulness for other purposes and were fit only to follow their own lead about a circle generating power thru a system of gears and chains for the elevator leg. This system was considered none too good even at that time, and when elevators were built on river sites or on bluffs bordering railroad tracks, the force of gravitation was utilized. Few of these old houses remain in the country, but herewith is an illustration of one such at Oketo, Kan., now operated by the Crittenden Grain Co. of Lincoln, Neb., under the local management of F. L. Root.

Oketo is located on the banks of the Big Blue River. Immediately adjacent territory is hilly and the road-bed of the St. Joe & Grand Island Railroad cuts a level path thru the bluffs along the river bank. Built into one of these bluffs is the gravity dump shown.

The warehouse has capacity of about 10,000 bus. in four bins. The driveway is located right under the roof and is fitted with two log dumps. Each dump is fitted with a butterfly valve that diverts grain to either of two bins. Each bin is hopped and supplied with a wood spout leading to cars on the tracks of the railroad. These four spouts merge into

two properly spaced for loading cars. At the bottom they are supported by a concrete wall. Arrangements are made for extension spouts to carry the grain into the car.

For many years this elevator was operated by the Nye, Schneider, Jenks Grain Co. When this company closed out its line of country elevators, it was taken over by the Crittenden Grain Co. and put in charge of Mr. Root.

A modern elevator office has been built some distance from the elevator and fitted with modern weighing equipment. The elevator still does a good business and accomplishes its end with minimum expense.

Standardization of Leather Belting to Guide Purchases

Because leather belting valued at about \$30,-000,000 is being purchased each year without accurate knowledge of its suitability for specific conditions of use, wearing qualities in service, or proper methods of maintenance, the American Society of Mechanical Engineers has asked the American Engineering Standards Committee to authorize the establishment of definite standards for leather belting as a guide to industrial purchasers. This proposal is now being considered by the Executive Committee of the Standards Committee.

Precedent for belting standardization is found in the work of the American Petroleum Institute which has established standards for all types of belting used in the oil industry.

No Damage Without Loss of Contract.

The Trinidad Bean & Elevator Co., Trinidad, Colo., had exchanged six telegrams with its brokers, Reeves & Co., Columbia, S. C., on the same day, Jan. 20, 1925, to the end of selling a carload of beans to the Sensation Flour Co., of Columbia. The last message from Trinidad read:

Sorry cannot accept as cannot find buyer rated any place.

Reeves final or 7th message in reply, given to the Western Union Tel. Co., never was transmitted to Trinidad. It read:

Answering Sensation branch Model Mills Co., Johnson City, Tenn., rated three-quarter million advise.

Claiming that if the last message had been delivered it would have made the sale and a net profit thereon of \$480 the Trinidad Bean & Elevator Co. brought suit against the Western Union for damages and was given judgment in the district court of Las Animas County, Colorado.

The decision was reversed by the Supreme Court of Colorado May 28, 1928, saying:

We are struck with the predominance of the intervening "ifs" between plaintiff and the contract claimed to have been lost: If the telegraph company was apprised of the importance of the message. If the telegram had been delivered. If plaintiff had renewed negotiations with its broker, countermanded its refusal, and notified the broker that it would take \$7.45 per bag for 600 bags of beans. If the broker had agreed to that price. If the broker had agreed to take 5 cents per bag for his profit. If the broker had communicated plaintiff's offer to the customer, a third party. If the customer was ready, able, and willing to buy on plaintiff's terms on a fluctuating market. If the customer had accepted the offer. If the broker had communicated such acceptance to plaintiff. If plaintiff had shipped the beans. If the customer had received and accepted them, and paid the purchase price. If the market price remained unchanged in the interim, when the evidence shows that it had advanced 50 cents by the time the first telegram had been delivered, and when plaintiff wired "market strong," or whether the market went up or down, bearing on the question of whether plaintiff really lost, or actually gained, by the failure to deliver the telegram. And now, and if, the substantial or material parts of this combination of circumstances had been shown according to the facts of a given case, plaintiff might, or might not, have made a profit of \$480.

It is true that plaintiff's witness testified that he would have shipped the beans, if the telegram had been delivered promptly, and that he would have made a profit of \$480, but there is no evidence that the purchaser would have taken them, after plaintiff had declined to carry out its first agreement to sell beans at \$6.95 per bag, because it could make more by holding them, and thereafter refused again to sell at \$7.45, because it did not know the customer's rating. An acceptance was necessary, and the burden of proving it was on plaintiff, in which it failed. 267 Pac. Rep. 1063.

'Smile Coaxers

[Write the story of your funniest grain trade experience to the Journal and you will receive one dollar for each story published. Address The Smile Coaxer, care Grain Dealers Journal.]

Lost His Pencil.

Presho, S. Dak.—Will this class in your funny stories column? My second man, Ed Strickler, is somewhat of a conversationalist beside being a hard worker. This afternoon Lee Bailey brot in the last load of a 500 bu. lot of barley and from my office I could hear Ed talking louder and more earnestly than usual. Just as the farmer drove off I went to the scale to get the scale ticket so as to make a statement and settle for the barley. There was not a single scratch on the scale ticket; altho Ed had very carefully weighed the full load and then carefully weighed the wagon. He had been so intent on what he was saying that he had recorded neither weight. —Fruen Grain Co., Bob Fruen.



A Hillside Grain Warehouse without Legs at Oketo, Kan.



United Grain Growers Elevator at Port Arthur, Ont.

As Canada's acreage sown to wheat is increased each year each new crop places a greater stress on the grain handling facilities of the Dominion with the natural result that each year the number and the size of the grain elevators erected reflects the expected increase in the crops. This year our Canadian news columns have contained reports of 828 new elevators, so it is but natural that each new terminal elevator handling wheat on its way to ocean steamers should be provided with larger storage capacity and faster handling equipment.

The new 5,500,000 bu. reinforced concrete elevator of the United Grain Growers, Ltd., at Port Arthur, Ont., is composed of a working-house, two storage annexes, trackshed, general offices and the drier house conveniently arranged in line along a 1200 ft. dock. The adjacent slip has been dredged to a depth that will permit of the largest lake vessels taking a full cargo. Along the opposite side of the plant runs six railroad tracks which extend out to Thunder Bay. The entire plant is constructed of reinforced concrete and made fire-proof thruout.

The **workhouse** is 79 ft. 4 in. by 158 ft. 4 in. and 201 ft. high. It rests on a reinforced concrete mattress supported by a pile foundation and has large window areas to reduce the dust explosion hazard. Its storage capacity is 500,000 bus.

In the 19 foot basement of the workhouse are head pulleys of the six shipping conveyors. Grain from each of the storage annexes on opposite sides is brot to boots of the four shipping legs in the working house by three 40 inch

belts. Four of these belts are longer than the others so can deliver grain to either of two shipping legs and these belts are operated by 60 h. p. motors while the two shorter belt conveyors which can deliver grain to but one shipping leg are operated by 50 h. p. motors. A 30 in. conveyor belt brings grain from garner below the drier to the boot of the drier leg. In this basement are also the head pulleys of the three 42 in. belt conveyors bringing grain from the receiving pits under the track shed to the boots of the three 20,000 bus. receiving legs. The receiving legs and receiving belts are interlocking so that no receiving belt can bring grain from the pits unless the receiving leg is in operation and ready to elevate the grain brought in. All boots are equipped with Edmond's Automatic Take-ups.

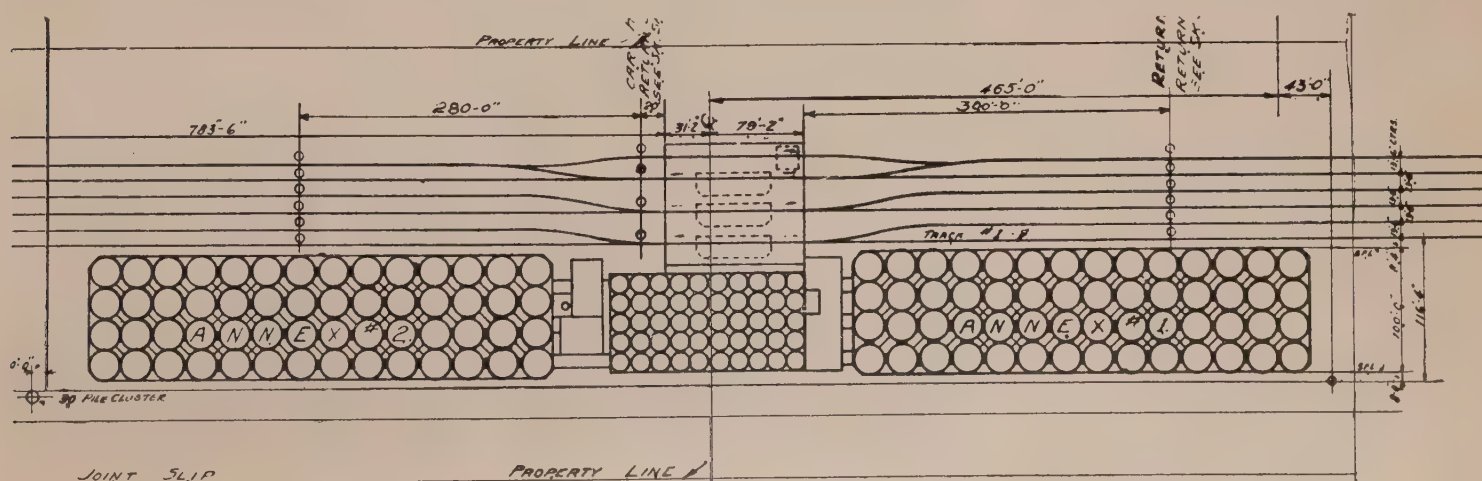
Two 12 inch, fourteen 10 in. and two 8 in. screw conveyors carry the screenings and tailings from the cleaners and separators on the floor above to the boots of the ten legs designed especially for elevating the foreign matter taken from the grain. All grain which is received by the modern elevators at Port Arthur and Fort William terminals is cleaned as soon as it is weighed and then sent to the storage bins. It is important that all elevators with rapid handling facilities be equipped with cleaning machines of large capacity so that it will not be necessary to place dirty grain in temporary storage and re-elevate it in order to clean and get ready for shipment.

In the first story of the workhouse which has a 22 ft. ceiling are twenty-two No. 11 Monitor

Receiving Separators operated in batteries of two and three machines, two Emerson Grain Separators and four Northwestern Separators. Provision is also made for the installation of several other cleaners. A dust collector for handling the dust laden air from the sweep-ups and a grain trap for separating grain from the light dust are also installed on this floor while twenty-eight large dust collectors arranged along the outside of the workinghouse over the track shed care for the dust laden air from the grain cleaning machinery.

All work house bins are either spouted direct to cleaner machines or are used to receive separations direct from cleaners on the distributing floor. About 350,000 bus. of bin capacity is spouted direct to the first floor Monitor Separators. A double screw conveyor system is installed, one conveyor for tailings and a second for screenings. Tailings are elevated separately and passed through the scalping shoe, wheat head thrasher, and disc separators. Screenings are separated on Monitor screenings separators and two high disc separators. Each cleaner leg can discharge direct to a garner feeding to a disc separator, as well as to a distributing garner and shipping-scale garner.

The 50 cylindrical bins of the workhouse are 13 ft. in diameter, 68 ft. deep and hoppers. Their walls do not come in contact, but are 2 ft. apart and connected by a thick wall thus helping to form 36 large interspace bins. Placing the cylindrical bins 2 ft. apart also increases the capacity of the 26 pocket or outerspace bins. All bins in the workinghouse as



Ground Plan United Grain Growers Reinforced Concrete Elevator at Port Arthur, Ont.
[See outside front cover and pages 238-242.]

well as in the storage annexes are covered with a reinforced concrete floor so that comparatively little dust arises from the bins when being filled with grain. Spaces between cylindrical bins form leg wells housing 17 legs and providing for two additional legs when needed.

The upper two-thirds of 8 of the cylindrical bins on the dockside of the house is hopped to the outside wall so as to form double shipping bins, of 10,000 bus. capacity discharging to four 15 inch dock spouts which carry the grain to any of the nearby holds of lake steamers. Each set of two shipping bins is served by one shipping leg and one dock spout. Each of these eight bins has a 12 inch vent in top of outside wall. The bottom one-third of the eight cylindrical bins receives grain from the adjoining inter-space bin thru openings in the wall separating the two bins. On the dock beside the workinghouse are two raised and covered weighback hoppers which are spouted to the boots of the shipping legs so that any grain left in the shipping bins after the vessel being trimmed is loaded can be diverted thru its dock spout to one of these hoppers and dropped to the boot for elevation and weighing. Each telescoping dock spout is hung from a boom and easily raised or lowered with a windlass of special design.

A large capacity wheat washing machine has been installed on the work house distributing floor for removing smut, and a special "Morris" dust collecting steam drier, of 150 bushels per hour capacity, is installed in a corner work house bin to dry wheat from smut washer.

The belt story over the bin story has a 15 ft. ceiling and houses six 42 inch conveyor belts, carrying grain out to the bins of the two storage annexes on opposite sides. Also in this story are one No. 5 Monitor Oat Clipper and a No. 2 high disc separator.

In the distributing story are 7 Mayo and 8 telescoping spouts reaching all bins in a large radius. At one side of this story are 3 disc separators each operated by a 10 h. p. motor and on the other side of the story are 2 Monitor 11-A Screening Separators and a No. 81 Monitor Scalping Shoe, also dust collecting fan and motors for cleaners and sweep-ups of cupola. A Humphrey Continuous Belt Elevator serves cupola floors only.

In the scale story which has a 22 ft. ceiling are seven 2500 bu. Fairbanks hopper scales of the latest design equipped with weight lifters. Grain is dropped from scale hoppers to distributing spouts below. Sliding poles provide quick descent for workmen from the floors above. A large well lighted and heated office for the accommodation of the weighmen is built out over the storage tanks and adjoins the scale story of cupola.

In the garner story which has a 19 ft. 6 in. ceiling are 29 garners arranged in three rows, each equipped with an overflow alarm consisting of a push button so covered with a hinged plate that when grain rises near the top of the garner it will push the plate against button. Each garner button is wired to a separate ball globe light signal and all garner push buttons are wired to a common electric horn which has a tone distinctive from all other horns in the elevator. Each ball lamp is lettered in black with the number of its corresponding lamp so it is easy for the weighman to determine where trouble is brewing.

The garners are of different sizes and designed to meet different needs; the center row being scale garners, and the two outside rows cleaner garners. Each cleaner leg discharges to two large cleaner garners, one for distribution to storage and the other for recleaning over special separators.

The top story of the workhouse has a 15 ft. 6 inch ceiling. In this story are the heads and drives of 17 legs. The 3 receiving and the 4 shipping legs are driven by 125 h. p. motors thru double reduction silent chain drives. Each of these legs has an 84 x 36 inch headpulley

running 31 r. p. m. and each of these leg belts carries two rows of 16x8x8 inch buckets staggered. The drier leg has a 72x18 inch head pulley while all other legs have an 84x18 inch head pulley and are driven by 50 h. p. motors thru a silent chain drive. The drier and other legs have one row of 12x8x8 inch buckets. All heads are equipped with Gemlo backstops and all head pulleys have special lagging. Each of the receiving and shipping legs spouts direct to the garner over its scale hopper while the spouts from all cleaning, screenings and tailings legs are provided with double spouts and switch valves so it is possible to clean and ship at once.

All elevator heads, garners and scale hoppers are vented thru the roof. The cupola frame above the bin floor is of reinforced concrete floors and roofs with heavy girders.

Power for all elevator legs and for the receiving and shipping belt conveyors is supplied thru double torque G E motors. Each of these double squirrel cage motors has a push button control for across-the-line starting. All wires are incased in rigid conduits and all outlets for lights are provided with vapor-proof outlet fittings. All other motors are standard torque G E motors. The total number of motors used in the plant outside of the 15 motors used on the car dumpers is 95, with an aggregate capacity of 3,459 h.p.

A tower between the working house and the

inshore storage annex rises to roof of cupola and houses the steel stairway, a passenger elevator serving all floors and a ticket elevator.

The complete dust collecting and ventilating system complies with the latest recommendations of the Board of Fire Underwriters, to reduce the dust explosion hazard.

The signal system is unusually complete with intercommunicating telephones, light and industrial horn signals, electric garner alarms, and speaking tubes. Elevator trackage is lighted by flood lights for night operation, and a system of flood lighting is installed for lighting up the exterior walls of the elevator.

The Track Shed adjoining the workhouse is 110 ft. 4 inches by 108 ft. 6 inches and 55 feet high. It is of reinforced concrete frame construction with concrete mattress, floors and roof and concrete panel walls. Large skylights in the roof admit a flood of daylight. In one corner is an office built of tile for the track foreman and under the tracks at one end is a millwright's shop and oil room. The four car way doors at each end of track shed can be closed with galvanized steel rolling doors.

Beyond the track shed are six stub tracks on which can be stored 120 loaded cars. Each of these tracks has a small decline to the track shed so as to make it easy for the car puller under the tracks on the nearside to pull loaded cars to the car dumper and to push empty cars from car dumper platform out of track shed



The Receiving Tracks of the United Grain Growers Elevator in Port Arthur, Ont., Will Accommodate 126 Cars.
[See outside front cover and pages 237-242.]

on to decline which carries the empties out into the yard. The car puller under the tracks leading into the track shed and the car puller under the tracks leading out of the track shed are operated by 50 h. p. motors. A separate sheave guides the cables from the line shaft of each car puller to cars on each track. Three Dominion-Howe Car unloaders expedite the unloading of cars. Each quickly dumps the grain from the cars into its hoppers receiving pit which is 33 ft. long and grain from each pit drops thru many openings onto a 42 inch belt underneath. At present all receiving tracks are supported on a heavy timber trestle but the space under the trestle is slowly being filled in with earth so that eventually the tracks will be supported by an embankment.

The three Dominion-Howe Car Unloaders housed in the track shed differ from older styles of unloaders in having no side tilt. Elimination of the side tilt is claimed to reduce the cost of construction, prevents damage to the box car and does not require wide track spacing.

As a substitute for the side tilt the Dominion-Howe Unloader is equipped with two deflecting baffles, one at each side of the car door, each operated by a separate motor connected to a drum shaft with a worm transmission gear. These baffles can be quickly pushed into and across the full width of car at a 45 degree angle at the will of the operator, and are used for deflecting the grain from the up-end of car out thru side door. The baffle fits tightly to the car floor and to the far side wall of the car so all grain is diverted out thru door.

The car to be unloaded is pulled upon a

bridge consisting of two built up plate girders rigidly braced together. The lower part of the girders is formed into a circular tread which rests on steel tracks supported on a heavy concrete foundation. Lugs on the tracks mesh with slots in the girders, to insure proper alignment at all times.

The bridge can be rocked to an angle of 45 degrees in either direction by rams at each end of the bridge pushed by a worm gear and differential driven by a 75-h. p. motor.

The car is centered on the bridge and held in tipping position by bumpers consisting of heavy steel castings, hinged and supported on a cross-head in a guideway and operated by large diameter screws driven from one motor located near the center of the bridge.

The grain door is pushed open by powerful steel levers cast as gear segments meshing with steel pinions on each end of a countershaft driven by a motor. The continuous movement of the opener carries the grain door inward and upward to the roof of the car, where it remains during the unloading operation. When the grain door opener is withdrawn after unloading, the grain drops to the floor of the car intact and undamaged, not having been manually handled at any stage of the unloading operation. Each of the fixed receiving hoppers has a capacity of 4,000 bus. and is filled by the end travel of the car door incidental to the rocking motion so that the large capacity is obtained with a comparatively shallow hopper.

The operator's cab is provided with glass windows and is directly opposite the car door, giving him an unobstructed view into the car.

Safety is assured by equipping the motors

with solenoid brakes and providing self-locking worm gears for transmission so that no motion can take place unless actuated by electric current. The operations are electrically interlocked so that they can not be carried out otherwise than in proper sequence.

Grain is taken from each of the hoppers receiving sinks by a separate 42 inch belt conveyor to the end of dumper and there delivered to a 42 inch cross conveyor running at right angles into the workhouse basement where the grain is delivered to one of the three 20,000 bus. receiving legs. Under the fourth receiving track at the right of car dumpers is a receiving pit into which is shoveled the contents of bulkhead cars. This track is equipped with Clark Power Shovels. Grain from this pit is carried by the belt serving the outside car dumper pit direct to the boot of receiving leg No. 3.

Each of these unloaders can unload a car of grain every seven minutes, and the operation is carried on by a much smaller force of men than was required under the old shovel system, thus making for economy as well as speed.

Four car loading spouts are provided for loading grain into cars on the first two tracks when lake navigation is closed.

Two storage annexes on opposite sides of the working-house are exactly alike in construction, arrangement and equipment, one annex being on the land side of the workhouse, the other on the water side. Each storage annex is 375 ft. 2 in. by 99 ft. 8 in. and 124 ft. high and has storage room for 2,500,000 bus. Each is formed of four rows of 14 cylindrical bins in each row. Each of these 56 cylindrical bins are 23 ft. in diameter and 100 ft. deep. They do not adjoin one another but are connected by a heavy reinforced concrete wall. Twelve of the 39 interspace bins formed by the cylindrical bins are divided into 4 bins each while the 27 other interspace bins are divided into 2 bins. Thirty-two outerspace or pocket bins give still more storage room. By this arrangement 440 storage bins are provided, 112 having a capacity of 32,000 bus., 48 bins of 8,000 bus., 64 bins of 5,000 bus. and 216 bins of 4,000 bus. Each storage annex is connected to the workhouse by a steel trussed gallery spanning the space between the buildings.

All bins are covered with reinforced concrete floors. Gratings and covers are provided for all openings to bins. The side walls of the concrete cupola covering each storage annex are composed largely of glass so as to provide ample light and offer little resistance to any explosive force. All bins have been piped for the Zeleny Thermometer System and a room has been constructed of tile on the bin floor of each annex to house the recording equipment for showing the temperature of grain in each bin. An office is also provided for the attendant.

Each of the three 42 in. receiving belts carrying grain from workhouse to the bins of each storage annex are operated by 60 h. p. motors thru silent chain drives. Each tripper track and conveyor belt is raised as it approaches its head pulley so that should more storage bins be added the return pulleys of the new receiving belts over the extension can be placed immediately under the head pulleys of the present receiving belts without in any way interfering with their operation during the period of construction. Then too the receiving belts over any new storage tanks could be operated only when it was desired to deliver grain to the new tanks.

The basement story under each annex has a 9 ft. ceiling, and a large area of its walls is glazed so as to supply plenty of light and ventilation. Grain is taken from the bins of each storage annex by three 40 in. conveyor belts to the shipping legs in the workhouse. Two valves are provided for each draw-off spout, all being operated and the flow regulated from the same side of the belt which the spout feeds. Grain from one row of large circular bins is drawn to either of two basement belts, and grain from all other bins to one basement belt. The arrangement of bins is especially favorable for blending grain, the blending operation being



Four 15-inch Telescoping Dock Spouts Carry Grain from Eight Shipping Bins of United Grain Growers Elevator, Port Arthur, Ont., to the Holds of Lake Vessels.
[See outside front cover and pages 237-242.]

centralized and made easily subject to careful supervision.

The drying plant is a single unit "Morris" blow through, dust collecting type, steam drier, with rated capacity of 1,000 bushels per hour, housed in a concrete building with large garner capacity over the drier. Drier building and boiler house are built between workinghouse and waterside annex and made large enough to house a future second drier unit of same size.

A large office building is provided at the inshore end of the workhouse, to house the government inspection office, elevator inspection office, foreman's office, superintendent's office, general accounting office, and welfare rooms. The substation building is built in conjunction with the office building, and both are heated by a hot water heating plant. Offices in the elevator are heated by "hotpoint" safety type electric radiators.

A remarkable construction record was made in building this elevator. Designing work was commenced on May 8th, 1927. Contract for cutting and driving 16,000 piles for the elevator foundation was awarded on May 20th. Concrete pouring was commenced on July 10th, and was completed on November 9th, over 75,000 cubic yards of concrete being poured in this period. The elevator was fully equipped and operating to capacity Dec. 15th, 1927.

The plant was designed by, and built under, the supervision of C. D. Howe & Company. The general contract for construction of the plant was in the hands of Carter-Halls-Aldinger Company, Ltd. The United Grain Growers, Limited, exercised general supervision over the design and construction work through J. R. Murray, Assistant General Manager, and P. C. Watt, General Superintendent of Terminal Elevators. Murdock McKay is Superintendent in charge of this fine modern plant.

Magic Cures for Feed Dealers Problems

By David K. Steenbergh, Sec'y Central States Feed Dealers Ass'n before Michigan Grain, Feed and Hay Dealers Ass'n

There are no magic cures for the problems of feed dealers. I do not know of any magic cures for any problems altho it sometimes seems like magic when we note the changes which follow after the application of a few ideas, born in plain horse sense, to any given business.

Most of us know full well how our businesses ought to be conducted. If we would stop and think, asking ourselves the questions, Are we doing this or that, one at a time, function our business in the way we really believe it should be done? How must we change our business to make it satisfy us? If we'd all ask ourselves these questions and sincerely try to conduct our plans in accordance with our ideals, a talk such as I am making would be unnecessary. I have learned from other men like you fellows, dealers from Wisconsin, New York, Illinois, Minnesota and elsewhere. Few of these dealers have ideal stores, but they are doing better each year and all know in their hearts what's wrong and what they ought to do.

As secretary of the Central Retail Feed Ass'n, I am out in the country with feed dealers about half the time, learning from them and trying thru The Feed Bag and personally to get all our friends in the trade to do as they believe, to run their stores and elevators in their own ideal way, not so much influenced by so-called practices of the industry and competition.

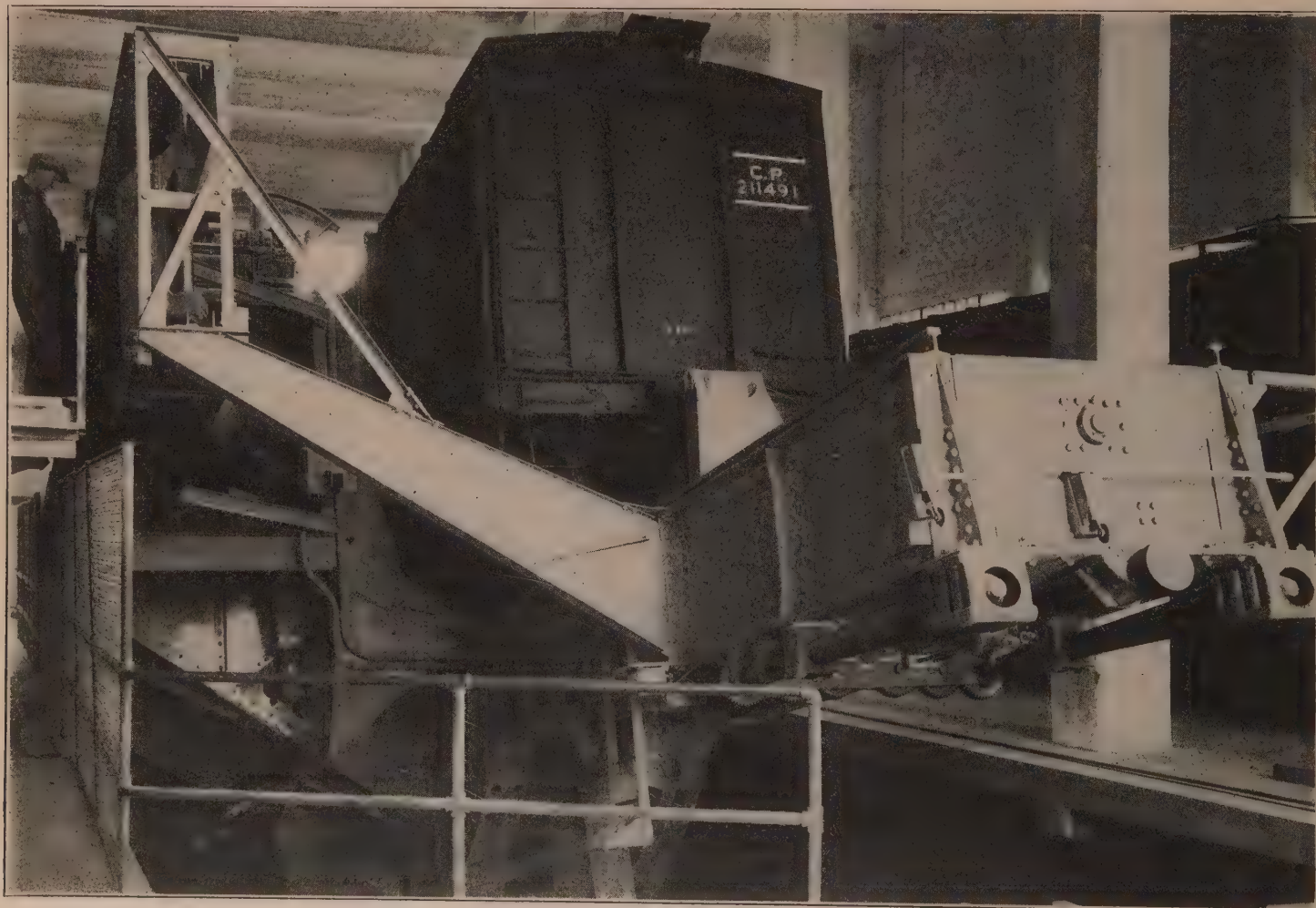
The ideal feed store of our hearts and minds. I sincerely believe, is a practical one. All that is necessary is to have the backbone, the determination and sticktoitiveness to put across our own ideas of how our own stores should be run.

What are these ideas?—They are many and come in hundreds of variations but we have simmered them down to five in number. Let us, then, consider these magic cures one by

one and as we do you'll recognize them as old friends.

Carry Complete Stocks: The first thing necessary for the conduct of a successful feed store is to maintain complete stocks in all seasons. It pays big dividends to have what your trade wants when they want it. Never permit any farmer to come to your store or elevator to buy any standard feed commodity and be told you are out of that commodity. Let your trade know that they can "always get it at Smiths," or whatever the name of your elevator may be. Don't be out of bran, for example, as we know many dealers are at this time, just because the market is uncertain. What if you do take a small loss on a small car shipment. The farmer can't stop feeding just because you are afraid of the market. Maintain complete stocks, therefore, at all times. Include the items which are recommended by your experiment station and county agent. Make everybody come to you for every feed need and you'll find your business steadily increasing if you always have what your farmers want when they want it.

Know Your Trade.—The second bit of magic or cure for feed dealers' problems is for the dealer and all his employees to know their goods. In the first place you should sell dependable merchandise with a reputation for proved results. Seek something better rather than something cheaper when you feel you must change or add to your line, but remember it is always best to find something good and then stick to it. You and all your men should know and be able to tell your customers just how to get best results from every feed you handle and under the conditions prevailing on your customer's farm. This means that you must know the people of your territory and their farms as well as your own goods. You must be able to offer



Three Dominion-Howe Car Dumpers Facilitate and Expedite the Unloading of Grain at the United Grain Growers Elevator, Port Arthur. [See outside front cover and pages 237-242.]

the same service with respect to fertilizer, field seeds, grain, coal and other commodities you sell. Study your trade journals to get this material and the bulletins of manufacturers and of agricultural colleges and experimental stations. Talk with county agents. Watch the results your customers are getting. Attend conventions and training schools of your manufacturers and organizations. You must make money for your feeders before you can make money for yourself.

Sell for Cash.—The third and perhaps most important cure is to sell on a strictly cash basis. Most of the faults of present feed store merchandising can be traced to the credit evil. Everything starts to go wrong when a dealer's capital freezes in his book accounts. It's always bad to compete out of one's own line and banking is certainly not a feed dealer's function. If you want to be successful keep your working capital for working purposes and send the farmers who want to borrow money to the bank. You must buy right or the margin between market and retail prices becomes so great that direct selling and co-operative buying takes hold.

Farmers, today, know the wholesale market quotations and most of them are willing to pay a small premium above these prices to buy from his local dealer. But when this dealer is not in a position to buy at the right market or in sufficient quantities—such as car lots instead of truck lots—he is not robbing the farmer for his own benefit, but his initial costs are certainly too high. You can't blame the farmer for not wanting to pay the resultingly large handling spread.

Sell feed, but sell it for cash. Always have money to buy when markets are right, and not in mixed cars or truck lots or you will never make money in the feed business. Let your customers know that you pay cash for the feed you sell and must get cash. They will co-operate if you put it right and you will find cash customers are always loyal if you treat them right while credit customers, when they are indebted to you for a good amount, become ashamed and start trading at a cash store until such a time as when and if they pay the bill they owe you.

Advertising.—The fourth of our common sense cures is advertising. It has been cor-

rectly said that cash is the axle grease of business, but advertising is what makes the wheels go around. Advertise service, responsibility, square dealing, and have it before your patrons every time they enter your store. It isn't necessary to cut prices in order to advertise. Don't feel there is anything mysterious about advertising. There isn't. The best advertising is simplicity itself; just telling, and telling is selling. There are several types of advertising open to retail feed merchants, (a) displays in store and warehouse; (b) sign on buildings and about the country; (c) advertising in local newspapers; (d) direct mail circulars, price list, manufacturer circulars; (e) direct solicitation; (f) telephone solicitation.

Know Your Competitors.—The fifth and last magic cure is the necessity of meeting and knowing your competitors. I have often had the pleasure at district meetings of the Central Retail Feed Ass'n to actually introduce neighbor feed dealers to each other to encourage them to shake each other's hands in sincerity and to discuss mutual problems with confidence. How wonderful it has been to see some of these fellows together at the big convention a year later. They get up in meeting saying, "My neighbor, Mr. Dering, and I," "Frank Miller and I," "We get together," etc. And the stories they tell are amazing, going on a cash basis together, buying some feed together, raising the price of grinding together, and so on which leads us to consider the value and necessity of organization. It hardly seems as if there is any room for argument on this topic.

If it wasn't generally believed that working together was better than hanging alone we would still be British subjects, and there would be no United States, or, perhaps, state of Michigan. All of you attending this convention have heard of the wonderful rate case work which this ass'n has successfully completed. It should prove the value of organization to you for no single firm here or anywhere else could have put the proposition across.

The trouble with us is not that we don't believe in organization but that we are willing to give too little to organization and expect too much in return. I understand that the dues of this Michigan Ass'n have been established at only \$8 per year. How much can you expect

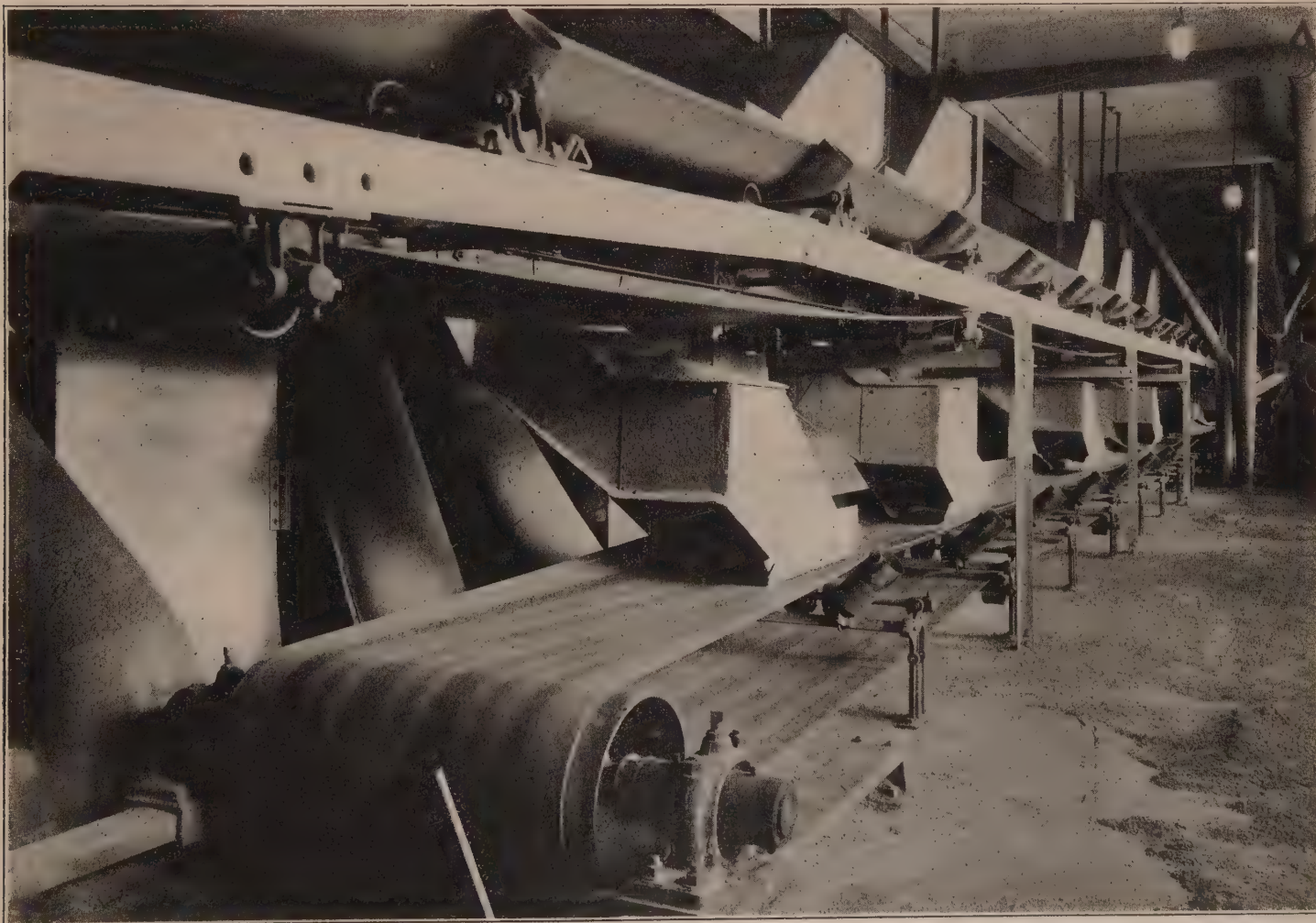
for \$8? How much would you expect if you tried to play grain futures with \$8? I know you wouldn't expect to win thousands considering results in proportion to investment. I believe ass'n work pays bigger dividends. And the more of yourself and your personal energy and time that you give to your ass'n the more it will repay you.

You have seen that the cures are these suggested by horse sense and not magic. You've all thought of selling for cash, advertising, carrying complete stock, etc., I know, but you've said, "Well, that might be all right for some one else or I can't get cash as long as my competitor allows credit."

Thoughts like this are all the bunk—you can, if you will.

Grain sorghum acreage and production estimates made by the Department of Agriculture have been changed during the past year from the basis of grain sorghums for grain and sorghum for all purposes. This change places the estimates on a basis comparable with estimates for other grain crops. All acreage and yield data from 1919 to date has been revised so as to show total acreage, the acreage utilized for grain and that used for forage.

Origin of oats and oat products shall be required at the time of importation, sale or exposure for sale in the United Kingdom, if the recommendations of the Standing Com'te under the British Merchandise Act of 1926 is favorably acted upon. The term "oat products" is defined as including oatmeal, rolled oats (but not crushed or bruised natural oats), oat-flour and groats. The Com'te recommends that for large packages the indication of origin must appear in letters not less than half an inch in height and must be applied by printing, stenciling or branding.



Receiving Belts Carrying Grain to Storage Annexes of United Grain Growers Elevator in Port Arthur, Ont., Overlap in Working House so as to Facilitate the Loading of Either with Grain from any Scale Hopper.
[See outside front cover and pages 237-242.]

Grain Trade News.

[Continued from page 253.]

Volin, S. D.—The Riley-Arneson Grain Co. of Irene and Pakonda has bot the elevator of the Fleischmann Malting Co., which has been closed for two years. Mr. Riley will have charge of the elevator here. An electric motor is being installed to replace the gasoline engine.

Buffalo Gap, S. D.—W. F. Nolan is again owner of the entire stock of the Black Hills Grain & Seed Co., re-purchasing the same from E. C. Smoot. Mr. Smoot has accepted a position with the Tri-State Mlg. Co. as supervising manager of 11 elevators, with headquarters at Rapid City.

Lemmon, S. D.—Warren White, who has been manager of the Columbia Elvtr. Co., is now manager of the Lemmon Equity Elvtr. Co., taking the place of T. H. Heath, who will take charge of the Equity Elvtr. Co. at Thunder Hawk. H. E. Roberts of San Antonio, Tex., is now in charge of the Columbia Elvtr. Co.

SOUTHEAST

Augusta, Ga.—The Atlantic Mlg. Co. has installed a J-B Feed Mill.

Mobile, Ala.—We are installing a new oat clipper in the Mobile & Ohio Railroad Co.'s elevator.—C. S. Odell, supt.

New Orleans, La.—W. Lyle Richeson, export grain broker and vice-pres. of the Board of Trade, has been appointed by Governor Long as a member of the Board of Commissioners of the Port of New Orleans.

Cordele, Ga.—I am building a small elevator and feed mill and am now installing the machinery. The elevator will take care of about five cars of grain and the feed mill will have a capacity of 25 to 50 tons per day. I will operate both the mill and elevator myself as the Cordele Mill & Elvtr. Co. I expect to sell shelled corn in bulk and bean meal (ground pod and beans), as well as mixed feeds.—W. C. Reynolds.

TENNESSEE

Franklin, Tenn.—The Dobson-Hicks Co. has acquired the grain and seed elevator and warehouses of the S. M. Fleming Co. These will be operated as a subsidiary.—P.

TEXAS

Austin, Tex.—There is no Barton Grain Co. here.—X.

Lariat, Tex.—The Muleshoe Elvtr., Inc., recently installed a Winter Direct Elevator Drive.

Weatherford, Tex.—C. A. Waller and H. B. Dorsey are installing a Newell Electric Truck Dump.

Quitaque, Tex.—The Quitaque Coal & Grain Co. has completed its elevator. The work was done by the Roberts Construction Co.

Houston, Tex.—Saint & Co. will erect a 75x200-ft. one story and 45x75 ft. two story addition for grain storage and distribution.—P.

Silverton, Tex.—W. T. Graham and the Roberts Grain Co. have both completed new elevators. Both houses were built by the Roberts Construction Co.

Fort Worth, Tex.—Julian Barrett, until recently connected with his father, who is manager of the Pampa Grain Co., Pampa, has accepted a position with the Wilkins Grain Co.

Beaumont, Tex.—Grain in storage in the Josey-Miller Grain Co.'s plant was damaged by fire started from a motor. The motor was destroyed and a number of bags were water soaked.

Canadian, Tex.—The plant of the Liske Grain Co. was damaged by fire recently. It is believed the fire was caused by friction due to a choked leg belt. The motor pulley and drive belt were ruined.

New members of the Texas Grain Dealers Ass'n are the Goldsmith Grain Co., Chickasha, Okla.; D. C. Reed & Co., Bertram, Tex.; Quitaque Coal & Grain Co., Quitaque, Tex.—H. B. Dorsey, sec'y.

Fort Worth, Tex.—The many friends of Hugh Dorsey, sec'y of the Texas Grain Dealers Ass'n, will be glad to learn of his complete recovery from his recent illness. You can not keep an active Ass'n worker down. He will soon don his old-time warpaint and ride out after the Grain Trade Troubles.

Lubbock, Tex.—The Lubbock Grain Exchange organized this spring is breaking records in this city in making a financial success from the beginning. The exchange started business July 1, 1928, and has inspected 351 cars during the month of July. Prospects for a heavy yield of grain sorghums indicate that the exchange will be rushed to care for the business

this fall which practically assures the exchange sufficient revenue to pay expenses and pay for all the new modern equipment which was purchased and installed just prior to starting the exchange, according to R. R. Stuart, inspector. Officers of the new exchange are: George Roach, pres.; S. H. Weaver, vice-pres., and S. E. Cone, sec'y-treas., all of Lubbock. The exchange has a contract with the science department of the Texas Technological College here to furnish protein tests on wheat at a regular fee which gives the Lubbock grain dealer and other dealers having grain in Lubbock an opportunity to get standard inspections on both the grade and the protein per cent. Plains wheat runs high in protein and is used for blending purposes at mills all over the United States.—G. O. Reeves.

WISCONSIN

Brillion, Wis.—The Farmers Advancement Ass'n has installed a J-B Feed Mill.

Milwaukee, Wis.—Shreve M. Archer of Minneapolis and Hunter Goodrich have been admitted to membership in the Chamber of Commerce.

Milwaukee, Wis.—The Salyards Grain Co. of Minneapolis has been granted corporate membership privileges in the Chamber of Commerce.

Kenosha, Wis.—E. Lowitz & Co. of Chicago have opened a branch office which will deal in grain, stocks and bonds. Wilbur J. Brons will be in charge.

WYOMING

Worland, Wyo.—The Washakie Elvtr. & Mlg. Co. has been dissolved.

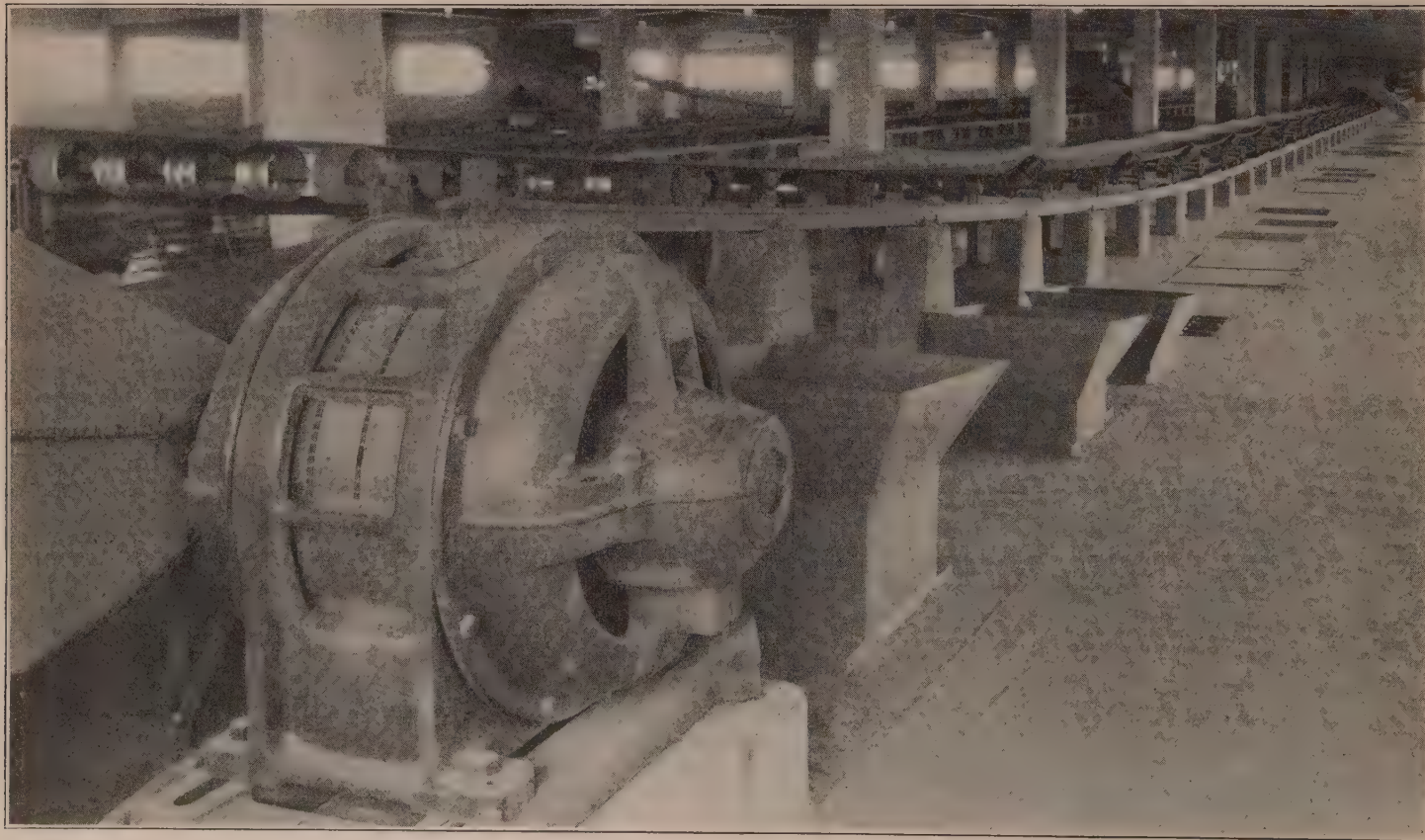
Torrington, Wyo.—The Veteran Grain & Lumber Co. has built an elevator.

Torrington, Wyo.—The Veteran Grain & Lumber Co. has completed its elevator.

Lindberg, Wyo.—James Evans will manage the elevator being built by the Cheyenne Elvtr. Co.

Pine Bluffs, Wyo.—F. M. Frink has resigned as manager of the Cheyenne Elvtr. Co. and is now manager of the Lexington Mill & Elvtr. Co. at Albin.

Greybull, Wyo.—The Greybull Elvtr. Co. is building a warehouse for beans and farm implements. A Winter Direct Elevator Drive was recently installed.



The Receiving Conveyors Over Each Storage Annex of United Grain Growers Elevator Have Been Raised as They Approach Head Pulleys so in case More Storage Is Added New Belts Can Be Placed to Receive Grain from First Belts Without Interference with Their Operation. [See outside front cover and pages 237-241.]

Michigan Dealers Discuss Many Trying Trade Problems

Michigan, the land of sunshine and lakes, of picturesque rolling landscape, of eight and a half million cultivated acres of fertile soil, furnished an additional stimulus to her many grain, feed and bean dealers to drive to the convention city, other than the splendid program and the pleasant fellowship to be indulged.

The turnout by motors was far in excess of expectations. The program was one of the best presented in the twenty-seven years this organization has been functioning.

The Wistaria Room of Hotel Olds, Lansing, furnished the fitting surroundings in which the first session of the annual convention of the Michigan Grain, Feed and Hay Dealers Ass'n was called promptly to order.

Invocation was given by Rev. John W. Vickers of Lansing.

PRESIDENT W. I. BILES, Saginaw, read the directors' report, which was accepted. From it we take the following:

Directors' Report.

During the past year your business has not been free from trouble, so it seems good that we should meet here at this time to discuss the problems that confront us and by close council together try and put the business in which we are engaged on a fair and sound basis for the year now before us.

We have seen in the past few years a great change in the business of grain handling in our state, and today, while considerable grain is being purchased for shipment, there has been thrust upon us a duty for which we must (if not already) be prepared to handle a tremendous volume of retail business which lays at our door.

Tremendous Retail Feed Business.—I refer particularly to the feed business of the dairy interests of our state. I am informed that Michigan today ranks third in the dairy business of the nation, a wonderful position for any state, and still going strong. So it becomes the duty of every feed merchant to provide an ample supply of the best feeds available for the dairy cow.

Elevator men of this state are vitally interested in the production of tonnage of good quality grain. To secure this there is a field for genuine service of the elevator interests in supplying fertilizer to meet the requirements of the various crops and the very best seeds available at reasonable prices. Farming is a very hazardous business. The farmer tills his soil, sows and plants the seed, puts in his time for proper cultivation, has all the elements to contend with, and may or may not produce and secure a crop which will yield fair returns on his investment, so it behooves us to render every assistance possible to aid in production. The Michigan State College is rendering a wonderful service to the farmers of our state thru their various departments and great credit is due them by the farmer and your good self.

Freight on Hay.—During the past two or three years the members of our Ass'n who are engaged in the shipping of hay found it almost impossible to move any volume of hay, particularly to the southeastern markets, on account of the extremely high freight rate which has existed and which put Michigan entirely out of the running.

In September, 1924, this Ass'n started a campaign to secure a reduction on hay rate from Michigan to the southeastern territory. Several conferences were held with railroad officials and with the Interstate Commerce Commission, which resulted in our securing temporary reduction of approximately \$1.00 per ton to the southern territory. This reduction was of no particular relief as we were still forced to pay considerable more freight than other sections to the same territory. After having failed to secure rates which would permit the movement of hay into the southern territory, your Directors felt it would be absolutely necessary to file a formal complaint. We then employed Mr. Ralph L. Tuttle, traffic manager, of Grand Rapids, Mich., to help our interests.

At a general session of the Interstate Commerce Commission held at its offices in Washington, D. C., on the 27th day of October, 1927, with reference to the Southern Class Rate Investigation, Docket No. 13494, the Interstate Commerce Commission ordered the railroads to establish on or before December 31, 1927, upon notice to the Commission and to the general public, but not less than 30 days, filing and posting in the manner prescribed in section 6

in the Interstate Commerce Commission Act, and thereafter to maintain and apply rates to southern territory. The railroad on December 1, 1927, filed with the Interstate Commerce Commission Jones-Speiden tariff No. 450, exceptions in item No. 7 on page 339 thereof, providing for 7th class rate on hay in car lots from C. F. A. to southern territory, this tariff to become effective on January 15, 1928.

On December 30, 1927, we asked the Interstate Commerce Commission for a suspension of Item 7, page 339, of the Jones-Speiden tariff No. 450 ICC-1924. At that time the Interstate Commerce Commission ordered the 10th class rate to become effective and operative during the period of suspension. The Commission granted our request. The Southern Classification Committee filed with the Interstate Commerce Commission, Supplement No. 4 to E. H. Dulaney, ICC-23, Consolidated Freight Class No. 5, requesting an increase in rates on hay to 8th class. Under date of April 4, 1928, Mr. Tuttle, our traffic manager, asked for the suspension of this tariff, which was granted. On April 16, 17, 18, 19 and 20, 1928, a hearing was held before the Interstate Commerce Commission at the Gibson Hotel, Cincinnati, O., subject Docket I & S-3048. At this hearing your traffic manager, your President, and Mr. James Kerr of Melvin, Mich., represented your Ass'n and gave testimony for the Michigan shippers. The case was scheduled for Cincinnati, a portion of the case being held there and the remainder of the case being held at Atlanta, Georgia, which our traffic manager, Mr. Tuttle, attended.

It has been a fight from start to finish, but we expect before this convention closes to have notice from the Interstate Commerce Commission of their decision in this case.

We are now informed, according to the Investigation and Suspension Docket No. 428, that the expiration date of the temporary 10th class rate on hay and straw which was to have been August 14, 1928, for the reason that the ICC has been unable to yet render a decision in this case and also to allow the 30 day statutory notice on any change, the carriers in the trunk line and C. F. A. territory have extended the time of 10th class rate on hay and straw until September 14, 1928. We were in hopes that the Commission would find for the Michigan shippers and continue our 10th class rate, which will enable us to secure business in the southern territory which has been a good section for Michigan hay shippers to secure business from, as one of the important factors in the disposition of hay is transportation.

This year's hay crop, as seen by the writer, is going to be a rather hard crop to handle. In certain sections of the state the crop was in good condition; in other sections of the state rain has delayed harvest and in many cases splendid crops are over-ripe and will be of rather poor quality, and I am of the opinion hard to dispose of. It seems to me there is only one way for the hay shippers to protect themselves, and that is to buy only as he can ship, have all contracts carefully prepared, and have a thorough understanding with your customer as to just what is expected of you, and also exact a reasonable margin on all trades.

The officers of this Ass'n have been extremely busy the entire year working in the interest of this Ass'n at all times. During the past year we have lost a few members on account of going out of business. There have also been a number of resignations on account of firms cutting down expenses as a result of poor business, but you will have a complete report from your Secretary. It is hardly possible that this Ass'n should escape the effects of the depression of the hay business and many shippers have been compelled to cut out every item of expense possible, and it is only natural that our Ass'n should feel it. It has been a real fight to properly function for the benefit of our members and, while results may not be entirely satisfactory, it cannot be otherwise than gratifying inasmuch as we have not laid down on the job.

SEC'Y TRACY HUBBARD, Lansing, after a few potent and timely remarks, followed with the report of the two offices he holds. The accepted reports follow:

Secretary Hubbard's Report.

July 1st last closed the twenty-seventh year of service of our organization to the grain and hay shippers, also flour and feed mill operators of this state. During this period of time we have made many changes in our business methods, and improved machinery has enabled us to not only market a better product but also to handle same in a more economic manner. From year to year competition has increased, which has made necessary a closer co-operation between producer and buyer as well as the

shipper and his receiving customers in the various markets. The improvements in grades for both grain and hay during the past ten years have done more to eliminate losses from rejections and quality allowances than anything else. It is at such gatherings of shippers and receivers, as we are having here today and tomorrow, that we can learn of many new methods which can be used by each of us in the conduct of our business, and result in our financial benefit.

Ass'n Service to Members.—During the past fiscal year our organization has performed many services for its members, and your Secretary in a number of instances has been able thru personal service to adjust difficulties which had arisen in different parts of the state, to the satisfaction of receivers of that locality. In one case last fall trouble started in one district in the buying of clover seed and paying prices to the producer reached a point where they were higher than what the cleaned seed could be sold for.

By getting 23 receivers in that locality together in a meeting it did not take long to get the buying basis for the various kinds of seed down to figures which permitted a reasonable margin of profit for handling.

In another locality a scoop-shoveler of grain appeared and started to buy wheat in the dirt from the farmers and loaded it direct into the cars, paying 2c per bushel more for same than the legitimate elevator operators were bidding for the wheat after it had been thoroughly cleaned. When the matter was brought to my attention I located the mill to whom the scoop-shoveler was selling his wheat and it did not take long to put him out of business.

In another instance a grocer in a small town located off of a railroad got the idea that it would help his business to buy a few cars of coal and sell same to the farmers of his locality at cost. He bought a couple of 50 ton cars of Kentucky lump coal and had them shipped to the nearest railroad town where one of our members is located and delivered same to the farmers, weighing the coal over sugar beet scales. When the matter was brought to my attention I immediately located the shippers of the coal and had no trouble in eliminating that unfair competition, when the shippers learned the way the coal was being sold.

Each season brings forth new troubles for all of us, and we want our members to keep in mind at all times that this Ass'n and its officers stand ready to assist them in solving their problems. Let them be known by telephone message or letter to your Secretary and we will see that they are given prompt attention.

We have not published and mailed you as many bulletins during the past year as we have some. This was due partly to so much of your Secretary's time being occupied with correspondence and other matters in connection with the Southern Hay Rate case, and partly because of the necessity to conserve our resources due to the delinquency of some of our members in remitting for their dues for the past year.

Traffic Matters.—In this branch of our service to members we have accomplished more the past year than in any other way. It took us three years and ten months and an expenditure of better than \$3,800 to gain our objective in one traffic case, and of the above amount 85% of the funds was contributed by Michigan shippers, balance by a group in northern Ohio. Those of our members who did not share in this contribution will now enjoy the benefits from our accomplishments along with those who did, and we hope that after hearing Mr. Tuttle's report tomorrow you will appreciate the result of his efforts, as well as those of your officers and our members who have cooperated with him during the period of time I have mentioned. The results obtained clearly demonstrate what can be accomplished by working together as an Ass'n, whereas individual effort in the same direction would simply be a waste of time and money.

Membership and Dues.—When I rendered my report at our annual convention held in Toledo, Ohio, last year in conjunction with the Ohio Grain Dealers Ass'n, I advised that our membership at that time was 140, of which 9 were still owing for dues for the fiscal year of 1926-27. During the past year we secured 8 new members, of which C. A. Miller of Adrian secured 1, Ed. Gleason of Emmett 2, and your Secretary 5. We have lost 5 members who have gone out of business, 6 resigned and 14 were expelled by your Board of Directors for nonpayment of dues, leaving our membership as of July 1, 1928, 123.

As our only source of revenue to cover the operating expenses of our Ass'n is the dues collected annually from our members, we should have a membership of at least 300, which at \$8 per year dues would give us sufficient funds to materially broaden our service and enable us to publish bulletins each month. This can be easily accomplished if every one of our present members will make up their mind to assist the new officers and Directors elected at this convention, during the next twelve months, by each securing two new members. The same thing applies to Ass'n work as it does to a private business, and that is, we must have sufficient capital with which to operate if we

are to accomplish desired results. To obtain this we must increase our membership or our dues, and of the two, the increase in membership is the best plan as it not only supplies the desired increase in working capital but also new blood and energy to the organization.

You get out of an organization just what you put into it. If you by personal effort help to increase its membership and thus enable it to expand its service to the grain, feed and hay dealers of Michigan, you not only benefit them but yourself as well. On the other hand if you assume a "Let John do it" attitude and do not take a personal interest in the affairs of our Ass'n, all we can do is to render service within the limits of our financial means. Your officers and Directors are always glad to receive suggestions or constructive criticism from our members, which has for their object the improvement of our service and the increase of our membership. Don't tell others, but tell us, and let us all try between now and our next convention to increase our membership at least 100% and build up our organization to a point where we can render continuous efficient service.

Information Bureau.—Before concluding my report I want to touch briefly on that part of our service, the information bureau which I have established for the benefit of our members. Of the data supplied those who have taken advantage of this part of our service, a large part covered financial and reputation ratings of prospective customers, recommending reliable firms to handle rejected cars of grain and hay which were on demurrage in eastern or southern city.

Undesirable Customers.—We are still compiling a list of undesirable customers in grain and hay, that is dealers who have been found by our members to use unethical tactics in the conduct of their business. Our revised list of such firms totaling close to 200 names will be ready to mail our members this year about Oct. 1st. Don't fail to write your Secretary full details of any experiences you may have had with such concerns during the past year, as by so doing you can prevent losses for other members. During the past three years our present list has proven its value many times to members who have phoned your Secretary for information regarding the reputation of prospective customers before attempting to do business with them. The cost of a telephone message is small when compared with losses that might be sustained by taking a chance.

In conclusion I desire at this time to express my thanks to those of our members whom I called upon to assist me in my work as Secretary during the past year and who gave me their hearty co-operation. I also want to ask each of you to help in some way in the work of our Ass'n during the coming year. If you are not now a member, join at once, and contribute a small portion of your time as well as your financial support, and thus render some real service to the industry which we represent.

THE TREASURER'S REPORT showed receipt of \$1,051.46 and disbursement of \$984.45, leaving a balance of \$67.01.

THE "HALL OF SHAME," a list of irresponsible firms with whom it would be decidedly *unprofitable* to do business, which list is available to the membership, will soon be ready for distribution, according to the detailed announcement made by Sec'y Hubbard. This reliable service is one of the highly valuable functions enjoyed by the membership of this organization.

THE HAY RATE CASE, which the Michigan dealers fought for so bitterly, and which has lately been given a favorable decision, was reviewed in detail by Sec'y Hubbard. Michigan shippers and receivers contributed \$3,900 towards the winning of this decision. The decision proves the value of organized effort. Its bearing upon the business of Michigan hay shippers is invaluable to the member and the non-member; but the contributing member will be proud to use the rates which he helped to obtain. Others will undoubtedly contribute later, when actual savings are realized.

A MAGNETIC SEPARATOR display, fostered by the Michigan Millers Mutual Fire Insurance Co., was cited as a practical business investment, and the display called to everyone's attention.

COM'ITES then appointed included:

Resolutions: L. E. Marshall, Lansing; C. A. Miller, Adrian, and Gus Marotzke, Sebawaing. Nominating: L. E. Osmer, Lansing; H. R. White, Scotts; John Orr, Saginaw; Ed Gleason, Emmett, and Ray Kent, Reed City.

Auditing: Sid Downer, Saginaw; Ed Maloney, Lansing, and John McAllister, Bancroft.

LEGISLATIVE COM'ITE Report included the filing of a written protest by Sec'y Hubbard against the Caraway Bill.

THE ARBITRATION COM'ITE reported no cases.

Adjournment for luncheon.

Thursday Afternoon Trip.

Delegates, guests, and other interested parties thronged to the picturesque grounds of the Michigan Agricultural College in East Lansing, for the second session, Thursday afternoon. Many drove directly to the campus upon arriving in town, a majority of the hundred present having come long distances just to be present. Out amid the spreading oaks and maples, the shaded lawn was set with chairs for the coatless conventioners to lazily enjoy the refreshing breeze.

A historical sketch of the institution was recited by the President of the College, R. S. Shaw.

J. F. COX, Dean of the Department of Agriculture, then took charge of the session, giving first, a resume on "Michigan Wheat." Michigan usually produces between 16 and 19 million bushels, but fell short this year, he began.

There is a decided shortage, he said, in seed wheat this year. To prevent foreign strains from invading Michigan, which foreign strains will in turn deprive growers of the high premiums obtained for the high gluten qualities of such white Michigan wheats as American Banner and Red Rock, the influence of the elevator men was enlisted. The address dealt with diversity, proper crop rotation for certain type soils, fertilizers and the profitable returns therefrom, yields and protein content, planting during Hessian fly-free period, concluding with a comparison of crop yields for the entire state for the past 17 years.

FERTILIZER RECOMMENDATIONS were given by Prof. John W. Sims, of the Soils Department. It seems there are 75 named soil types, of which some 40 are common. Obviously various fertilizers act differently on different soils. Through experiments covering the past 15 years, the college now feels confident in making certain recommendations calling for the use of specific fertilizers for particular soils, as indicated in the very complete chart contained in Circular Bulletin No. 53, which was given to those present. The fertilizer application differs with the crop to be grown, as was indicated.

Selling fertilizer has become somewhat similar to selling insurance, the needs of the particular subject being paramount. This is determined by the crop to be grown, the disposition of the soil, and the way the soil has been handled in the past. Consideration of the foregoing is becoming more and more essential due to the fact that 40 per cent of the growers buy fertilizers solely on the recommendation of the dealers. Since \$4,000,000 was spent for fertilizer in Michigan in 1927, and since only 25 per cent of the farmers cultivating the 8,500,000 acres used fertilizer, the extent of the field and the needs of a clientele loom up brighter than anyone imagined.

The standardizing of fertilizer ingredients by manufacturers, a detailed description of qualities of those ingredients and the effects thereof, were described. It seems the three primary fertilizer ingredients effect the quality, quantity and analysis of grain raised. The purpose of this study, it was emphasized, is not to increase the acreage, but rather to increase the yield per acre and do so on less per unit basis. The farmers are studying their own problems, it is said, so consequently the elevator man best equipped with the knowledge to properly serve the grower will profit most.

Charts were exhibited showing the amounts of nitrogen, phosphoric acid and potash necessary for different crops.

G. M. GRANTHAM, also of the Soils Department, spoke on "Lime for Sour Soils." The soluble calcium in lime is the index by which

it may be judged. The agitation to grow acid-tolerant crops on sour soils was scored with the remark that crops grown on low-calcium-content-soils are themselves low in calcium.

Of the 6,125,000 acres tested in the state, 75 per cent need lime. The one encouraging fact is that 75,000 additional acres are being limed yearly. While this is considered a very low rate of increase, yet it is better than not at all.

One of the most startling discoveries of recent years has been the fact that when lime goes out of the soil organic matter goes out with it. To replace this important factor, organic matter, sweet clover or alfalfa grown and turned under, was highly recommended.

A technical discussion of the various kinds of limes, limestones, and hydrated limes followed. The recommendation that stocks of lime be replenished early, concluded the discussion.

USING COPPER CARBONATE for the treatment of seed wheat against smut infection was discussed by Dean Cox, with the concluding warning of not using treated seed for feeding purposes.

COOLING buttermilk, milk, ice cream, etc., made right on the grounds, was the next enjoyable move made, preparatory to viewing the plats.

THE ALFALFA PLAT was first inspected, with particular attention given to the different strains under cultivation. Obviously certain varieties did better on certain types of soils.

ERADICATING QUACK GRASS experiments were the next interesting plats viewed. One chemical method in particular is soon to be recommended.

HARVESTING ALFALFA and the proper method thereof, with particular attention to the proper time of cutting in order to preserve the leaves and the green color, methods of raking, etc., were all viewed first hand.

Only the late hour of the fleeting afternoon prevented inspection of several other equally interesting plats.

The Thursday Evening Banquet.

Nearly two hundred gleeful appetites mixed mirth and merriment with the tasty broiled spring chicken dinner served quickly and carefully in the Wistaria Room.

The evening being warm, a thundershower hovering in the offing, the ladies extended the courtesy to the men of permitting them to *keep* their coats off. But then, why shouldn't they, they'd enjoyed a theater party during the afternoon, through the courtesy of the generous Lansing interests, while the men were sun bathing about the experimental plats where the shade was nil.

The music, a peppy seven piece collegiate orchestra, and all the laugh inspiring acts that followed the meal, were delightful, and much credit is due the active Lansing boys for the entertainment. Lee Swift was the capable chairman of the reception and entertainment com'ite having charge, aided with the unending efforts of L. E. Osmer, N. H. Bass, R. F. Myers, L. E. Marshall, E. Maloney, A. Jarred, Robert Ryon, Ray Cushman, W. N. Isbell, Charles Harpham, L. P. Dendel, H. E. Wilson and R. S. Janney.

INNOVATIONS on the evening's program, outside of the witty acts, pleasing solos and community singing of "America," and "Michigan, My Michigan," was the introduction of the "headliners" on the 'morrow's program by Sec'y Hubbard. Each arose and bowed. Of course, L. P. Dendel was the song leader.

EDWARD MALONEY was toastmaster.

HON. WILBUR M. BRUCKER, Attorney General of Michigan, was the principal speaker of the evening, his address being entitled, "Our State Government."

A VOTE OF THANKS was extended to the firms making this affair possible. They were: Christian Breisch & Co., Chatterton & Son, Cushman, Carl Co., Isbell-Brown Co.,

Michigan Elevator Exchange, Michigan Fertilizer Co., Michigan Millers Mutual Fire Insurance Co., and the Ryon Grain Co.

Friday Morning Session.

The revelry of the preceeding evening resulted in a few late arrivals, and a little absenteeism, but since nobody stayed in jail overnight—the charges have all been scratched off.

THE ADDRESS OF WELCOME, postponed from the previous morning on account of so many driving into Lansing during the forenoon, was tendered by C. W. Otto, secretary of the Lansing Chamber of Commerce.

In illustrating the value of an organization to its membership, Mr. Otto cited the case of the preacher called to speak at a distant town. On entering the church the visiting minister dropped a dollar in the collection box outside. Upon completing the sermon the deacons gathered around and escorted the visiting minister to the collection box, it being their custom to donate the collection to the minister. All the minister got back was the single dollar he had put in. He reflected had he put more into the place he would have been able to take more out. So it is with organization work.

A. L. REIDEL, Saginaw, responded.

MR. TUTTLE, traffic counsel for this organization, reviewed the hay prate fight, maintaining that the victory was won solely on Michigan's petition for a re-adjustment. The assistance of the National Hay Ass'n and the Cincinnati Board of Trade was courteously acknowledged.

The decision in this case, I. & S. 3048, which Mr. Tuttle read, established a precedent, this being the first commodity case ever winning a decision. As the matter stands, any increase in rate is now subject to investigation and suspension proceedings on protest of shippers.

All discrimination was removed by the decision rendered, the New York commodity rates to the Carolinas being ordered cancelled, and a 30 per cent reduction in hay rates effected into Southern Classification Com'ite territory. The 8th Class rates, which the carriers sought, would have been 5 per cent higher than the 9th Class rates allowed.

Thanks for the helpful co-operation extended was accorded Sec'y Hubbard by Mr. Tuttle, as well as to President Biles, the other officers and com'itemen.

A rising vote of thanks was unanimous to Mr. Tuttle for his fine work.

FRED POND, Sec'y of the Buffalo Corn Exchange, reminded the gathering of the standing invitation to hold a mid-summer meeting in Buffalo with the Ohio and Indiana dealers. The invitation was considered with new enthusiasm and turned over to the Board of Directors for consideration.

CHRIS G. EGLY, Fort Wayne, Ind., Convention Sec'y, National Hay Ass'n, extended a cordial invitation to everyone present to attend the annual gathering of that organization, outlining the program with particular emphasis on the unusual entertainment features.

H. A. DINIUS, Roanoke, Ind., President of the National Hay Ass'n, had prepared an address on the "Future of the Hay Business," which Mr. Egly read. The address first took

up a hay grading and inspecting stunt to be given at the annual meeting.

Summarized, Mr. Dinius' thoughts were that even though the increased use of motor cars had temporarily limited the demand for 81-90,000,000 tons of hay raised annually, the growing use of dairy products will necessitate even a larger supply of hay than is raised at present. Hay in the future will be raised where the soil is best suited to instill such qualities as the dairymen have learned are of growing importance. In production centers, as well as in consumption territories, the future of the hay business is assured.

"There is a future in the hay business, and a profitable one," were his concluding words.

DAVID K. STEENBERGH, Milwaukee, Wis., Sec'y of the Central Feed Dealers Ass'n, outlined "The Magic Cures for Feed Dealers Problems." His address is published elsewhere.

F. J. BRADFORD, Vice-President and Sales Manager, Arcady Farms Milling Co., Chicago, reviewed the history of the wholesale feed manufacturing business, which is also of such special importance as to be featured elsewhere.

Custom Grinding.

A. L. REIDEL, Saginaw, started the discussion on "Custom Grinding." His talk, which deals with capacities of grinders, power consumption, installation costs, operation and labor costs, type grinders for certain localities demanding certain services, interest on investment, repairs, depreciation, overhead, etc., all weighed carefully against probable earnings, is given elsewhere.

TRACY HUBBARD then lead the discussion with the findings of a series of tests run by his company. Certain power requirements had to be determined for grinding barley that were unimportant when grinding oats, etc. Charging \$2-\$4 per ton, minimum charges of 25c-50c, weighing in and/or out, charging per bag or per hundred, charging 5c cwt. for crushing corn before running through mill, necessity of two grinders where business was heavy, mixing charges of \$2 per ton, necessity of making profit both on grinding and on ingredients sold for mixing, the liability of a feed dealer and the necessity of installing a magnetic separator on the chute leading to the grinder, etc., were discussed at length.

In the case of charges, the majority got \$4 a ton. As to minimum charges most took 50 cents. This is necessary because of the high power factor. Charging for grinding by weight was the custom, rather than per bag. Some insisted the dealer profited on the sale of mixed ingredients with farmers' grain hence he should not expect to profit on the operation of his attrition mill. Charging too little, in face of the high power factor, depreciation, interest, labor, etc., will unquestionably cease in Michigan, many even going as far as to express their intentions of raising all charges to the average at least.

Two particular makes of attrition mills were recommended, one a vertical and the other a horizontal mill.

TEX-ROPE DRIVES on mills were next considered and approved. Sec'y Hubbard declared they were only 5 per cent less efficient

than the direct-connected motor driven mill. With a tex-rope drive an ordinary 1800 revolutions-per-minute motor can, with the proper pulleys, be used. Whereas, with the direct-connected mill a special and more expensive 3600 revolutions-per-minute motor is necessary. The savings between the two motors is around \$700 on initial installation costs. (Since this meeting, however, it has been learned that this advantage has been overcome in recent new mills introduced on the market by certain manufacturers. Speed reducers and temperature factors now cut a figure in the choice of power units.)

AN INVITATION to visit the new five-story building of the Michigan Millers Mutual Fire Insurance Co., was extended all delegates and guests just prior to adjournment for lunch.

Friday Afternoon Session.

CAL CANNON, Federal Supervisor at Toledo, aimably offered to straighten out any misunderstandings as to grading as it is done at the terminal markets. Blending of soft and hard wheats was warned against and one shipper's sad experience used in illustrating the hazard. This shipper had shipped a carload of wheat that he thought should have graded away up, but instead it graded "mixed," just because the shipper was unable to tell the hard wheat from the soft wheat. "Mixed" wheat suffers a discount, as the demand therefor is limited.

Soft red winter wheat for seeding was recommended by Mr. Cannon, this variety having earned an enviable reputation and in some instances a premium as high as 32 cents a bushel.

"Someone must take a vital interest in seed wheat for this year. Jobbers might well carry the thought of planting only the best and best adapted soft red winter wheat out on their daily bid cards. All this will help to further establish the reputation Michigan enjoys. Obviously, if mixed varieties are sown, the handling of next year's crop will be seriously menaced thereby, will present new problems to the elevator men and much dissatisfaction to the growers. The elevator men can and should influence the growers in their territory in accordance with these and the recommendations of the Agricultural College."

A word of warning about carefully grading grain purchased, as well as that loaded into a car, was followed with the distribution of government literature on this intricate subject. Grading a shipment carefully will enable one to learn what grade will be applied at the terminal market.

Moisture content, a factor often disregarded, a hazard frequently suffered by a majority of the grain shippers, was warned of.

Particular questions asked by individuals were then answered satisfactorily. Looked for a while as though some of the boys just kept "Call" talking to hear his rhythmic southern brogue.

Field Seed Germination Test as Purchasing Basis.

W. H. STURGIS, Flint, started the ball rolling on the subject of "The Germination Test of Field Seeds as a Basis for Purchasing."

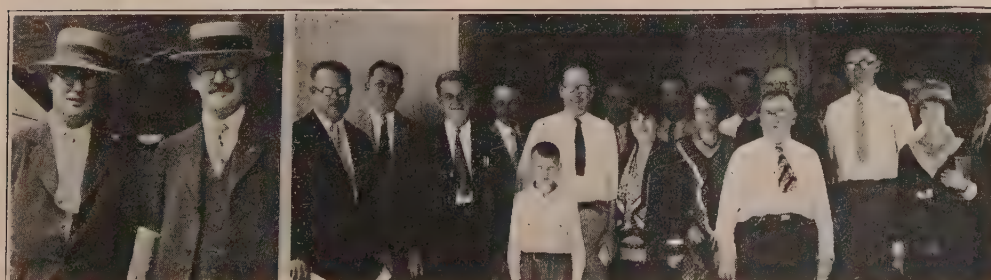
The systems employed by country grain dealers in determining the intrinsic value of field seeds bought from growers, or offered by them, are most deficient, and consequently the germination of such seed is later usually found to be extremely low.

Buying low germination seed and selling it back to the growers reflects right back on the dealer, for the grower then raises a poorer and smaller crop and consequently has less money to spend with that dealer.

Buying on color alone is a treacherous practice. The germination should be checked, the dockage content discounted for, etc.

It was recommended that germination tests be made on the first four or five lots of seed offered to determine the average germination

Snap Shots of Michigan Conventioneers.



At left: Pres. E. J. Maloney and Sec'y T. J. Hubbard. At right: All Attention Between Sessions.

and dockage. This practice, according to the opinions expressed, would neither be accurate nor would it be tolerated by the farmers at any time, for the farmer will not wait for his money. The thought that were the farmers educated to await germination tests they might profit more, was accepted and as a result many will attempt to make tests. It was also suggested that this organization confer with the State Agricultural College on how this situation might be worked out and a com'te appointed.

Tracy Hubbard, Lansing, was appointed chairman of this com'te, to be assisted by Dan Parks of Jackson and W. H. Sturgis of Flint.

The question of the fairness of seed testing rules came up for treatment, the quandary being whether or not it was fair to allow the same number of days for testing clover seed, for instance, as for buckwheat.

Increasing the germination of seed through storage, or what the trade terms "putting the seed in the 'rest' period," was cited, one case, in particular, being illustrative. Timothy put in storage increased in germination from 50 to 92 per cent. Blue grass increased from 8 to 70 per cent in two years, and alfalfa from 60-75 per cent to 85-90 per cent.

GEORGE BARKER, Hillsdale, spoke at length on the "Benefits of Agricultural Lime as a Soil Builder."

The gauge of the value of lime is its neutralizing power and its solubility. Local distributors should be familiar with some of the advantages of liming soils, and all selling points. Soils limed reflect treatment for many years after; destruction of nitrates is prevented; decay of materials is hastened; a superior tilt is developed; clay soils are loosened up and sandy soils are consolidated to the end that moisture is retained longer; harmful substances are destroyed.

The soil is very much alive. There are millions of bacteria in a given amount of soil. In this connection it might be said protein and nitrogen are synonymous. About 90 per cent of the Michigan soils need liming. Because of this fact it would be better for Michigan elevator men to take their profit on the increase in crop production rather than on the lime. This Mr. Barker urged his listeners to do. Limed soil, it might be well to mention here, produces a better crop as the years roll by.

L. E. MARSHALL, Lansing, on "Grains as I See Them at Present," reviewed prices, surpluses, etc., in face of the last government crop report. This year we have 84,000,000 bus. of wheat above the average. And then on top of that there is the unusual factor of both a good spring and winter wheat crop.

Price factors include the Canadian crop dumped, as it will be, on top of our own vast surplus crop. Sanford Evans estimates the Canadian crop at 535 to 555 million bushels. The carry-over in both Canada and the U. S. was far in excess of average.

In face of all this, Mr. Marshall gave a very conservative forecast on what relative prices may be looked for for each grain.

As a closing suggestion, Mr. Marshall pointed to the fact that these government estimates of crop conditions did not help the farmers one iota, particularly when the government had to increase its crop estimate.

H. E. WILSON, General Agent, Michigan Millers Mutual Fire Insurance Co., Lansing, followed with his stimulating address on "Insurance and Its Relation to the Elevator and Hay Business," which is quoted elsewhere in this number.

Com'te Reports.

The Auditing Com'te reported favorably.

The Resolutions Com'te were very profuse in their praise of the hospitality and generosity of the Lansing boys, devoting all five resolutions to eulogizing these capital city Wolverines.

The Nominating Com'te made such a splendid choice that the "white" ballot was unanimously cast in favor of their selections.

E. J. MALONEY of Lansing, is the new president. John Orr of Saginaw, the new first vice-president; Sam Kirby, Corunna, second vice-president, and Tracy Hubbard, Lansing, Sec'y-Treasurer.

NEW DIRECTORS are Jos. Frutchy, Saginaw; H. R. White, Scotts (re-elected), and Bart Pomeroy, Middleton.

And thus closed a very successful convention.

Convention Notes.

TRACY HUBBARD is due considerable credit for the splendid convention which was complete in every detail.

A MAGNETIC SEPARATOR display, endorsed by the Michigan Millers Mutual Fire Insurance Co., was interestingly inspected.

DETROIT made a strong bid for the next convention, with the prospect bright that their cordial invitation will be accepted. In this connection, Fred Pond wants 'em all to take a boat ride with him down to Buffalo from Detroit.

FORT WAYNE (Ind.) sent Chris G. Egly.

FROM VAN WERT, O., was N. B. Jones. MILWAUKEE was represented by Dave Steenbergh.

COLUMBUS, O., was there in the person of Omer Snyder.

FEED MANUFACTURERS were represented by F. J. Bradford, Chicago, Ill.

BUFFALO'S embassy consisted of Fred E. Pond, secretary of the Corn Exchange.

THE SEED TRADE was represented by Fred W. Camper of the John W. Kellogg Seed Co., Chicago.

CHICAGO was represented by G. W. Gunn, H. W. Hensler, George Bridge and Charles Burgess.

BATTLE CREEK sent Mr. and Mrs. A. W. Sheffield, Fred and Don Zinn, H. C. King, and D. R. Arvin.

GRAND RAPIDS delegation included Mr. and Mrs. Horace Mason, L. Whaler, N. W. Wickt, and Stewart Hyde.

CLEVELAND'S sole representative was none other than Fred Watkins, well known ex-president of the "National."

INSURANCE men present were H. E. Wilson and L. P. Dendell, Lansing, Michigan Millers Mutual Fire Insurance Co.

FROM JACKSON were Brown T. Craig, D. C. Bridgeman, J. J. Wiltae, H. D. Gates, C. O. Wilcox, and Mr. and Mrs. Dan Parks.

THE SUPPLY TRADE was represented by Harry McCollom, St. Louis, Mo.; George Barker, Hillsdale, Mich., and W. D. Brown, Cleveland, Ohio.

TOLEDO'S delegation included Kent Kellholtz and Joe Doering of Southworth & Co.; Charles Keiser, "Cal" Cannon, Federal Supervisor, J. D. Madison.

SAM RICE, exponent of "bigger and better oats," drove over with his 100 acre experimental seed oats farm superintendent from Metamora, O.

FROM SAGINAW were E. Eshenbaugh, A. L. Reidel, M. Ham, J. D. Ayres, J. Frutchy, Mr. and Mrs. W. S. Biles and Mrs. Alfred Davies, and Sid Downer.

Grain Shippers Present Included:

Adrian, L. A. White; Avoca, Mr. Collins and Mr. Kerr; Bellevue, L. S. Marten; Caro, B. L. Pomeroy; Cass City, A. D. McIntyre; Charlotte, Mrs. G. M. Flaherty and son; Chesaning, Fred Comaich; Corunna, S. M. Kerby; Decker, Earl Smith; Durand, Mr. and Mrs. Fred Anslem; Elsie, J. H. VanSice; Freeland, Mark Walsh; Freeport, W. W. Boughner; Gaines, Herb Frutchey; Hamilton, A. G. Sohman; Ithaca, H. J. Smith and J. B. Crawford; Jonesville, Mr. and Mrs. A. H. Dudley; Lake Odessa, R. C. Smith; Leslie, W. F. Prescott; Merrill, Barney Naidin; Middleton, Mr. and Mrs. Bart A. Pomeroy and daughter; Ovid, Thomas Hyshop; Owosso, T. W. Todd; Pinckney, R. Read; Richville, Richard Hoerlein; Scotts, H. R. White; Sebewing, Gus and J. C. Marotzke; Sunfield, Theo. Lennon; Swartz Creek, N. D. Johnson and wife and daughter; West Branch, Geo. Diebold; Woodbury, Geo. Smith; Woodland, John Durr.

Taxation of Brokerage and Commission Business.

The Dreyer Commission Co., of St. Louis, Mo., brot suit against the collector of internal revenue at St. Louis to recover taxes paid under protest under the revenue acts of 1917 and 1918, Sec. 209 of the act reading as follows:

Sec. 209. That in the case of a trade or business having no invested capital or not more than a nominal capital there shall be levied, assessed, collected and paid, in addition to the taxes under existing law and under this act, in lieu of the tax imposed by section two hundred and one, a tax equivalent to eight per centum of the net income of such trade or business in excess of the following deductions: In the case of a domestic corporation \$3,000, and in the case of a domestic partnership or a citizen or resident of the United States \$6,000; in the case of all other trades or business, no deduction.

The U. S. Circuit Court of Appeals, in ruling against Dreyer Mar. 30, 1928, said: The plaintiff had a paid-in invested capital on March 1, 1917, of \$35,607.69. This capital was increased in October, 1917, to \$50,000, and at the end of the fiscal year it was \$66,784.33. Some of this capital was invested in securities but the remainder consisted of cash on deposit in the bank, and the bank balances varied during the year from \$10,000 to \$30,000. The corporation's gross income for the year was a little over \$83,000 and its expenses somewhat exceeded \$46,000. The findings show the nature of the plaintiff's business, and divide it into three classes as follows:

Class A Brokerage. This class embraced those transactions where the plaintiff disclosed the names of the buyer and seller. It arranged sales by bringing the buyer and seller together. The seller, upon shipment of the commodity, would draw a draft on the buyer and when the same was paid, or at the end of the month, the seller would pay the plaintiff its commission. The capital employed in this class of business was merely incidental.

Class B Brokerage. This class embraced those transactions where the plaintiff did not disclose the names of the buyer and seller. It would locate a buyer and then a seller, or vice versa. The company would then order the shipment in its name from the seller. The seller would draw a draft on the plaintiff. When that draft reached the plaintiff's bank a messenger would deliver same to plaintiff's office. Before the close of banking hours plaintiff would give the bank its check in payment of the seller's draft. Plaintiff would then draw a draft on the buyer, attaching B/L thereto. This draft on the buyer included plaintiff's profit and when paid by the buyer this profit was automatically reflected to plaintiff's credit at its bank. This class of business required the use of plaintiff's invested capital and substantial capital was in fact so used.

Class C. (1) Consignment and (2) Jobbing.

(1) Consignment. This represented those transactions where a shipper would consign commodities to the plaintiff and draw a draft on it for 80 per cent or 90 per cent of the value of the consignment. The plaintiff would pay the draft. It then disposed of the commodity to the best advantage, collected from the buyer, and remitted the balance of the value of the consignment, if any, to the shipper, less a fixed commission.

(2) Jobbing. This represented transactions where the plaintiff purchased the commodities outright and then sold and distributed the same to local buyers in St. Louis. The difference between the purchase price to the plaintiff and the selling price to local buyers was profit to the plaintiff. All of the local St. Louis business was done on a jobbing basis. Some jobbing business was done with outside dealers due to the regulations of the Food Administration after October, 1917. The local demand for the commodities handled by the plaintiff was so great that it merely tried to effect equal distribution of its supply.

This class of business required the use of plaintiff's capital and substantial capital was in fact so used.

The court found that the gross sales of under class A amounted to \$3,950,387.28, under class B to \$702,911.50, and under class C to \$353,213.79. The findings do not show the amount of profits or income from any of these three classes, but show that the commission or brokerage received by plaintiff from a class B transaction was approximately double that received from a class A transaction; and that a jobbing transaction, class C (2) yielded greater profits than any other transaction.

After October, 1917, when regulations of the Food Administration Department became effective, the plaintiff's brokerage on feed stuffs was restricted to 25 cents a ton, whereas a profit of \$1.25 per ton was made on the same class of commodities handled on a jobbing basis.

After making these findings the court made specific findings as follows:

That plaintiff's invested capital played a direct and necessary function in carrying on its business, as it was in fact carried on during said fiscal year, and was more than nominal.

That plaintiff's capital was a material income-producing factor during said fiscal year.

These specific findings obviously exclude the plaintiff from the exempted class described in section 209 of the Revenue Act of 1917, as "the class of a trade or business having no invested capital, or not more than a nominal capital," and also exclude the plaintiff from the exempted class of personal service corporations under the Revenue Act of 1918, because by section 200 of that act the term "personal service corporation" means a corporation "in which capital (whether invested or borrowed) is not a material income producing factor."—25 Fed. Rep. (2d) 408.

Grain Trade News

Reports of new firms, changes, deaths, casualties and failures; new elevators, new flour mills, improvements, fires and accidents are welcome. Let us hear from you.

CANADA

Montreal, Que.—The firm of Joseph Quintal, Ltd., is now occupying offices in the Board of Trade Bldg.

Winnipeg, Man.—Eric Plant, formerly in the grain trade in Liverpool, England, has entered the business of his uncle, H. Tooley, of the H. Tooley Grain Co., Ltd.

Prescott, Ont.—Trade Commissioner Walter J. Donnelly has reported that tenders will be called for by Oct. 1 for a \$4,000,000 grain terminal on the St. Lawrence River.

Vancouver, B. C.—The Grain Exchange Clearance Ass'n, Ltd., recently elected the following directors: W. Lloyd Craig, J. A. Kennedy, D. R. McLean, R. McKee, A. W. Whitmore, D. A. Woodward and R. C. Milroy.

CALIFORNIA

Chico, Cal.—The Llano Seed Rancho has built an elevator at its place near here. It will hold 750,000 lbs. of grain.

Los Angeles, Cal.—B. M. Ford, formerly of Omaha, Neb., who had planned to engage in the grain business, did not do so, but is now manager for the Reynier Van Evera Co.

COLORADO

Keota, Colo.—The Farmers Co-op. Elvtr. Co. is out of business.—J. R. Craig.

Bartlett, Colo.—The plant of the Farmers Elvtr. Co. was damaged by a recent windstorm.

Nunn, Colo.—The Farmers Co-op. Elvtr. Co. has secured a lease on the local wheat elevator.

Eads, Colo.—The J. D. Infield Elvtr. Co. has built a sheet iron garage and shop near its elevator.

Hereford, Colo.—We have bot the local elevator of the Colorado Mlg. & Elvtr. Co.—Hereford Farmers Co.

Ovid, Colo.—W. E. Weibel is building a 10,000-bu. addition to his elevator to care for the present grain crop.

Arvada, Colo.—The Arvada Mlg. Co. is building a 10,000-bu. grain elevator. The Cement Stave Silo Co. is doing the work.

Brighton, Colo.—Burglars entered the office of the Farmers Co-op. Elvtr. Co. and took three auto casings and four tubes. No cash was taken.

Fort Morgan, Colo.—E. D. Spiller of Denver is now manager of the Farmers Platte Valley Mill & Elvtr. Co., succeeding J. L. Eaches, who had been manager for 24 years.

The Colorado Grain Dealers Ass'n will hold a social meeting at the Sidney Country Club, Sidney, Neb., Sept. 2. For those desiring to come Saturday evening there will be entertainment provided with dances at Krueger's Lake or the Country Club, free shows, and swimming at the fine new pool in town. On Sunday morning the golf links will be at the disposal of the visitors, and Heinie Bauman has arranged a golf tournament with suitable prizes to the fortunate winners. For those desiring to play tennis, the club courts will be at their disposal. At one o'clock a dinner will be served at the club house to all present. Members of the Ass'n and their families will be served free. After dinner the club rooms will be cleared and entertainment in the form of vaudeville acts provided; the card room will be at the disposal of those who care to play bridge, and a good orchestra will be on hand all afternoon for those who care to dance.—Joe Hall, sec'y, Colorado Grain Dealers Ass'n, Akron.

ILLINOIS

Manlius, Ill.—Roy Allen has succeeded Charles Moore as manager of the Manlius Grain & Coal Co. Mr. Moore and his family are moving to Indiana.

Scarboro, Ill.—The Scarboro Elvtr. Co. plans to install a truck dump.

Oquawka, Ill.—Frank Meyers will operate the Oquawka Elvtr. this season.

Union Hill, Ill.—The elevator of the Bartlett Frazier Co. is being repaired.

Richardson, Ill.—The Farmers Grain & Lumber Co. has repaired its elevator.

Varna, Ill.—A 12x100 ft. coal shed has been built by the Farmers Co-op. Ass'n.

Farmer City, Ill.—Scholer & Gring are remodeling and enlarging their plant.

Normandy, Ill.—Roy Norman has put galvanized iron roofing on his elevator.

Savoy, Ill.—The Savoy Grain & Coal Co. will build a 65,000-bu. concrete elevator.

Custer, Ill.—The Farmers Co-op. Ass'n of Varna has repaired its local elevator.

Metamora, Ill.—Waldeschmidt & Schneider have installed feed mixing machinery.

Onarga, Ill.—E. L. Wheeler & Co. have installed a J-B Feed Mill in their plant.

Mendota, Ill.—The Eckert, Ray & Bader Elvtr. & Grain Co. has installed a J-B Feed Mill.

Kaufman, Ill.—Mail addressed to Gust Herman has been returned marked "Unclaimed."

Table Grove, Ill.—H. L. Mummert of Industry is now in charge of the Farmers Elvtr. Co.

Van Orin, Ill.—The Farmers Elvtr. & Supply Co. has installed a hammer mill and an electric motor.

Trenton, Ill.—The plant of the Trenton Mlg. Co. was slightly damaged by lightning on Aug. 17.

Deer Grove, Ill.—Cooney & Keefe have installed an auto truck dump and re-painted their elevator.

Chestnut, Ill.—The elevator of H. M. Norris burned Aug. 11. About 6,000 bus. of grain were destroyed.

Eleanor, Ill.—Mail addressed to Agt., Wayne Bros. Grain Co., has been returned marked "Unclaimed."

Yorktown (Tampico p. o.), Ill.—Mathis Bros. & Co. may repair their coal sheds.—Thos A. Drayton, mgr.

Atkinson, Ill.—The Federal Grain Elvtr. Co. of Chicago has bot the elevator of the Atkinson Farmers Grain Co.

Streator, Ill.—The Illinois Grain Dealers Ass'n held a local meeting at the Plumb Hotel the evening of Aug. 23.

Hergert, Ill.—Alfred Fowler has installed elevating machinery in his elevator and made other improvements.

Toulon, Ill.—The Wrigley Grain & Lumber Co. has installed a 10-ton scale.—Squire Cavitt, James E. Bennett & Co.

Bethany, Ill.—The Bethany Grain Co. has installed an auto truck scale, the work being done by the Superior Scale Co.

Roberts, Ill.—D. W. Jones of Kankakee recently bot the elevator of Roberts & Gullett at bankruptcy sale for \$7,000.

Gibson City, Ill.—The grain trade of this territory held its monthly meeting at the K. of P. hall Friday evening, Aug. 24.

Kerrick, Ill.—The Kerrick Grain Co. has completed its new elevator. The old elevator has been sold and is to be wrecked.

Galva, Ill.—W. F. Reynolds, who recently bot the elevator of the Hefebower-Peterson Co., has installed a 10-ton truck scale.

Junction, Ill.—McFadden & Sons have leased the Junction Elvtr. from the Junction Grain Co. John Harms will be in charge.

Seaton, Ill.—The Farmers Grain Co. is building an addition to its elevator to be used for a mill room. The new addition is 20x36 ft. and will be equipped with a Gruendler Hammer Mill.—Cavitt.

Naples, Ill.—The Jacksonville Grain Co. was denied its \$10,000 claim for alleged loss of business as a result of levee construction.

Benson, Ill.—The Farmers Co-op. Ass'n has rebuilt its old elevator and will use it for mill-feed storage. New coal sheds have been built.

Mineral, Ill.—The Federal Elvtrs. Co. of Peoria bot the plant of the Farmers Elvtr. Co. at auction. Fred C. Brown has been placed in charge.

Herscher, Ill.—The Appel Siding Farmers Elvtr. Co. has installed a weightograph attachment on its truck scale, the Superior Scale Co. doing the work.

Thawville, Ill.—Farmers Grain Co. will rebuild its elevator in the near future. The old building will be razed as soon as the oats harvest is finished.

Lovington, Ill.—We took over operation of Paul Kuhn & Co. on Aug. 1 and are operating under the firm name of Bowers Bros. Elvtr.—Bowers Bros. Elvtr.

Mahomet, Ill.—The Mahomet Grain Co. has bot the holdings of the Valley Grain Co. Possession will be given Oct. 1. Mahomet will then have only one grain firm.

Pontiac, Ill.—John E. Anderson, who recently joined E. J. Feehery & Co., has opened a wire office here. Jack Plotnicky, formerly with John E. Brennan & Co., is in charge.

Gilman, Ill.—We purchased and have taken possession of the elevator of F. W. Stine & Co. Mr. Stine is retiring from the grain trade. We operate under the name of L. M. Walker.—L. M. Walker.

Crescent City, Ill.—Geo. W. Madden, who has been manager of the local Farmers Elvtr. Co., has been employed as manager of the Farmers Elvtr. Co. at Leonard, taking the place of A. W. Winter.

Chatsworth, Ill.—J. W. Hutten, local manager for the E. J. Feehery Grain Co., has been transferred to Ottawa as manager for the same firm. Roy I. Walsh of Joliet is replacing him here temporarily.

Peoria, Ill.—The Federal Grain Elvtrs. Inc., has been authorized by the Sec'y of State to increase the number of directors from three to five. The company recently bot elevators at Atkinson and Mineral.

Ancona, Ill.—We bot the elevator of the Ancona Grain Co., which has a capacity of 40,000 bus. We will handle sidelines of lumber, coal, cement, wire fencing and steel posts. The firm name is C. Linder & Son.—C. Linder.

Clarence, Ill.—D. M. Carson, who has been in business here for about 30 years, has leased his elevator to the Frederick Grain Co., which will now operate two elevators in Clarence. Mr. Carson is retiring from the grain business.

Brockton, Ill.—We recently installed a 20,000 capacity dump scale and latest model Kewanee Lift (operated by compressed air) in our elevator. We are also having the building repainted and generally improved.—C. E. Phelps, Phelps Grain Co.

Rapatee, Ill.—I managed the Rapatee Co-op. Farmers Ass'n elevator during the month of June only. I operate the local mill. Both plants could be operated very satisfactorily.—Sam Kastner. (G. P. Dikeman is now manager of the Co-op. Farmers Ass'n.)

Griswold (Cullom p. o.), Ill.—Hugh H. Hamilton is now manager of the Farmers Elvtr. Co., having succeeded Paul Rittenhouse who recently bot the Balbach Elvtr. at Long Point, Ill. Mr. Rittenhouse will take charge at Long Point on Sept. 1.—J. W. Hatten.

Teutopolis, Ill.—Joseph Siemer, pres. of the Siemer Mlg. Co., which has an elevator, was killed Aug. 6 when struck by a tourist's automobile as he was crossing the street returning to his home from his plant. The business will now be managed by his son, Clem J. Siemer.

Teheran, Ill.—The elevator of the Farmers Grain & Coal Co. burned early the morning of Aug. 10. With a capacity of 35,000 bus., there were 15,000 bus. of wheat and 10,000 bus. of oats in the building, all destroyed, and also a car of oats on the track near the building. The building was covered by insurance.

Morton, Ill.—The Farmers Grain & Livestock Co. is doing some repairing on its plant. The elevator is being covered with galvanized sheeting which is being laid over the weatherboarding. The company is also putting in a new distributor and all new windows. It surely will improve the looks of the plant. Joe Hauter is the manager.—Cavitt.

Viola, Ill.—The Farmers Grain & Supply Co. has just completed an office which was in addition to its lumber sheds. The shed with the new addition is 54 ft. wide and 140 ft. long. The office is in one corner and has been well equipped. The company has a new 12½-ton Fairbanks Scale and is now fixed to handle anything that might come in. F. J. Fritch is manager.—Squire C.

Bongard (Villa Grove p. o.), Ill.—The Bongard Grain & Coal Co. has completed a 30,000-bu. grain elevator. It has nine bins and is covered with galvanized iron siding and roofing. The equipment consists of a 1,500-bu. Richardson Automatic Scale, a combined wagon and truck dump, a Link-Belt Manlift, a 15-h.p. Fairbanks-Morse Type Z Engine and self-draining pump and distributor. The building is placed on a concrete foundation with a reinforced concrete waterproof pit. The Younglove Engineering Co. did the work.

Champaign, Ill.—The grain elevator of the Champaign Grain & Mfg. Co. burned Aug. 6 with a loss of \$25,000. The fire broke out at 9 o'clock the night previous and was abandoned by local firemen after they had quenched the blaze. It broke out anew at 4:30 the following morning and destroyed the plant. The building was not insured. Most of the damage resulted from the destruction of machinery, which could not be insured since the elevator had not been operated since 1926 when its owners were bankrupt. Local firemen believe the blaze was set.

Sheldon, Ill.—Orren G. Smith, for most of his business career engaged in the grain business in the vicinity of Sheldon, died at his home here Aug. 5. He was born in Iroquois County in January, 1854. His father, Wm. G. Smith, having engaged in the general merchandise business in 1836, bought grain and had it hauled to Chicago long before the railroads were supplying transportation. Orren G. Smith, after a few years with R. G. Risser at Sheldon, formed a partnership with L. T. Hutchins and operated elevators at Milford, Donovan and Iroquois, Ill., and at Earl Park and Templeton, Ind. They maintained general offices at Sheldon and also operated a transfer elevator there thru which they did an extensive transit business. Mr. Smith also operated at Morocco, Ind., as Smith & Martin for many years. He was a member of the Chicago Board of Trade and the Grain Dealers Nat'l Ass'n as well as the state associations. In fact, both he and his partner were active participants in the Ass'n work in its early days in western Indiana and eastern Illinois. A quiet man who loved his flowers, his family and his friends has gone to his final rest. His son, William, is in the grain business at Sheldon and his son, Harry G., after 20 years in the grain business is now in the bond business at Chicago. The widow, another son and two daughters also survive the deceased.

CHICAGO NOTES.

Phillip D. Noroom, who retired from the Board of Trade 10 years ago to operate an olive ranch at San Fernando, Cal., died on Aug. 10 while seated in a chair in his home. He was 68 years old and unmarried.

James Arthur Doyle of Doyle Bros., and a former member of the Board of Trade, died Aug. 15 from a heart attack. This firm formerly handled both grain and hay, but lately has confined itself to hay. Bill Doyle will continue the business.

Monica, Ill.—O. D. Edwards, manager of the Monica Elvtr. Co., has resigned and J. R. Calhoun has been employed as manager. Mr. Edwards has been here for a number of years. He intends to purchase a plant of his own in the near future. Mr. Calhoun has been farming near Monica for a number of years.—Cavitt.

Wm. H. McDonald has gone with Rosenbaum Bros. as manager of elevators. He will have charge of the Belt Elvtr., National Elvtr. and the three Calumet Elvtrs. Mr. McDonald has been 12 years with the Federal Government in charge of grain supervision offices at Minneapolis, Duluth, Milwaukee, Omaha and Chicago, and for the past five years in charge of the Chicago office of federal grain supervision. Before his connection with the federal government he was employed in the Minnesota State Grain Inspection Department. He has made application for membership in the Board of Trade. Mr. McDonald has a natural talent and liking for grain elevator work, and his friends are pleased that he has accepted larger responsibilities in which he is certain to be successful.

A Board of Trade membership sold at \$10,600 net to the buyer on Aug. 15. This was an advance of \$600 from the recent low point.

Joe Eymann, formerly manager of the Farmers Grain Co. of Pontiac, is now traveling for us, taking the place of Jack Plotnicky.—John E. Brennan & Co.

INDIANA

Star City, Ind.—J. C. Phillips has installed a J-B Feed Mill.

Tippecanoe, Ind.—Urschel Bros. are installing equipment for a feed plant.

Francesville, Ind.—The Gutwein Mlg. Co. recently installed a J-B Feed Mill.

Van Buren, Ind.—The Farmers Equity Exchange has repaired its elevator.

Sycamore, Ind.—Lightning slightly damaged the elevator of Howard Craner July 21.

Winslow, Ind.—Dr. T. D. McGlasson has been appointed receiver of the Winslow Mlg. Co.

Sullivan, Ind.—Charles R. Railsback has been appointed receiver of the Sullivan Mill & Elvtr. Co.

Cynthiana, Ind.—The Ziliak-Schafer Elvtr. Co. recently installed modern feed grinding equipment.

Ridgeville, Ind.—The Snapp Grain Co. incorporated; by P. E. Goodrich of Winchester and M. C. Snapp.

Argos, Ind.—The elevator owned by W. E. Meloy and operated by H. B. Fry burned about two a. m., Aug. 22.

New members of the Indiana Grain Dealers Ass'n are Pritchard & Rafert of Pendleton and J. G. Jeffers of Lyons.

Summitville, Ind.—Goodrich Bros. Co. has installed a motor driven McMillin Combination Wagon and Truck Dump.

Lafayette, Ind.—The Crabbs-Reynolds Taylor Co. has added a 50,000-bu. storage plant for feeds and seeds.—A. E. Hartley.

Windfall, Ind.—Arthur Dogett has succeeded L. L. Cook as manager of the Windfall Grain Co. Mr. Cook will take charge of a grain company in Elwood.

Urbana, Ind.—Francis Garrison, manager of the Central Grain Co., has leased the elevator of the company for one year. He will operate as the Garrison Grain Co.

Lafayette, Ind.—The Co-op. Elvtr. Co. is equipping its plant with a McMillin Combination Wagon and Truck Dump, the same being driven from other machinery with belt.

Montmorenci, Ind.—The Montmorenci Elvtr. Co. has installed a McMillin Combination Wagon and Truck Dump with extended track to supply sinks thru two separate dump doors. This dump is driven with a 2-h.p. motor and high speed chains.

Russiaville, Ind.—We have bot the elevator formerly owned by A. E. Betts & Co. We have put it in good condition and will handle grains and feed and do grinding. Business will be conducted under the name of the Russiaville Grain Co. It is owned by E. A. Spray of Frankfort and W. E. Rich of Indianapolis.—W. E. Rich.

Scottsburg, Ind.—Our elevator is completed with the exception of some of the machinery which will be installed very shortly. The elevator was built by ourselves under the personal direction of E. C. Eberts, pres. It has a capacity of 20,000 bus. and the equipment is regular. We have five feed and grain houses in Indiana and an office at Louisville, Ky., thru which all business is done. Scottsburg has a feed house in connection with the elevator.—A. A. Gerdon, Eberts Grain Co.

Otterbein, Ind.—The Otterbein Elvtr. Co. incorporated; capital stock, \$50,000; James Parlon, New Richmond, pres.; Caleb Parlon, Romney, sec'y, and F. M. McClure, Lafayette, incorporators; to carry on a general grain business. The company has bot Elvtr. C from the Farmers Elvtr. Co. Caleb and James Parlon will have active charge of the business. A new truck scale is being installed and minor improvements made to the elevator and office. James M. Maguire represented both parties in the transaction.

IOWA

Sheldon, Ia.—C. Trenhaile has succeeded John Teeslink as manager of the Quaker Oats Co.

Blanchard, Ia.—The Farmers Elvtr. Co. is building new coal sheds.

Elgin, Ia.—The Weibel Mill Co. has installed new feed grinding equipment.

Belmond, Ia.—The Farmers Grain Co. expects to build a storage warehouse.

McGregor, Ia.—The Myers-Glad Grain Co. has bot the elevator of Myer Myer.

Superior, Ia.—A. G. Reinitz is the new manager of the Farmers Elvtr. Co.

Cedar Rapids, Ia.—The Iowa Mlg. Co. has installed a Eureka Feed Mixer.

Scranton, Ia.—The Farmers Elvtr. Co. recently installed a coal conveyor.

Kingsley, Ia.—T. S. Cathcart Sons are building an addition to their elevator.

Garden City, Ia.—The Farmers Elvtr. Co. has built an addition to its coal sheds.

Hutchins (Britt p. o.), Ia.—Mullin & Doughan have repainted their elevator office.

Algona, Ia.—Fred Anderson has painted his elevator and put a new floor in the pit.

Griswold, Ia.—Turner Bros. have installed a Kewance Truck Dump in their local plant.

Gilmore City, Ia.—The Gilmore Grain & Elvtr. Co. has built an addition to its coal shed.

Odebolt, Ia.—The Farmers Elvtr. Co. plans to build a 20,000-bu. addition to its elevator.

Lohrville, Ia.—The Des Moines Elvtr. & Grain Co. has installed a double wagon and truck dump.

Doon, Ia.—C. W. Jones has succeeded W. I. Miller as manager of the Farmers Co-op. Produce Co.

Denver, Ia.—Ernest Striby has bot a 10-ton scale from the Newell Construction & Machinery Co.

Garner, Ia.—The Farmers Co-op. Society has installed a truck scale and truck dump in its elevator.

Brunsville, Ia.—Mail addressed to Agt., Hoose Grain Co., has been returned marked "Unclaimed."

Britt, Ia.—The Farmers Industrial Union has built a new coal shed and installed an auto truck dump.

Vincent, Ia.—The Hynes Elvtr. Co. has installed a truck dump and truck scale and built a new office.

Hazleton, Ia.—S. G. Corcoran has succeeded E. J. Sweeney as manager of the Hazleton Elvtr. Co., Inc.

Cedar Rapids, Ia.—The Mesquakie Mlg. Co. is improving its plant and installing a Miracle Ace Molasses Plant.

Crocker (Madrid p. o.), Ia.—Mail addressed to the Farmers Grain Co. has been returned marked "Unknown."

Dunkerton, Ia.—Mail addressed to Ernest Buffett, prop., Farmers Elvtr., has been returned marked "Unknown."

Duncan (Britt p. o.), Ia.—The North Iowa Grain Co. has installed a new leg with new belt and cups, also new spouting.

Van Wert, Ia.—The Allen Grain Co., which formerly had its headquarters at Parma, Mo., has moved them to Van Wert.

Bryantburg, Ia.—The A. L. Patrick Co. is building an elevator and mill. The Newell Construction Co. has the contract.

Morningside, Ia.—William Hanson and Albert Naebe have bot the Morningside Elvtr. of C. W. Forney. The plant will be re-opened.

Ames, Ia.—The W. M. Bell Co. of Milwaukee has opened a branch office in the Rice Bldg., with Fred Maywald of Sac City in charge.

Eagle Grove, Ia.—I have installed a J-B Feed Mill for custom grinding and re-shingled the feed and salt shed.—Joyce Grain & Coal Co.

Cedar Rapids, Ia.—The Swab Mlg. Co. incorporated; capital stock, \$10,000; to deal in grain; by E. A. Johnson, C. H. Swab and C. T. McWilliams.

Waterloo, Ia.—The Miller Products Co. has installed a Miracle Ace Feed Mill, a Newell Electric Truck Dump and a Fairbanks 10-ton Dump Scale.

Jefferson, Ia.—The D. Milligan Co. has installed Newell Electric Truck Dumps in its elevators at Jefferson, Grand Junction, Farnhamville and Cooper.

Wellman, Ia.—S. D. Miller & Son are building a feed mill. Machinery for the mill has been purchased from the Newell Construction & Machinery Co.

Parkersburg, Ia.—The Gifford Grain Co., successors to the Parkersburg Grain & Fuel Co., have installed a 10-ton scale and a pneumatic truck and wagon dump.

Colfax, Ia.—B. A. Brown is installing a grain dump and wagon and truck lift. The outside of the elevator will be covered with metal and a new roof placed on the building.

Orange City, Ia.—E. Vander Berg, for many years manager of the Farmers Elevator Co., died recently at Cherokee where he was taken a few weeks ago following a nervous breakdown.

Grafton, Ia.—A carload of flax was spilled on the railroad tracks when the side of the elevator of the Farmers Elevator Co. burst about 4:30 the morning of Aug. 16. Most of the grain was recovered, but considerable damage was done to the elevator.

Salix, Ia.—The Salix Grain & Coal Co. has started work on a 25,000-bu. elevator. The Younglove Construction Co. is doing the work. The house will be of reinforced concrete with waterproof pit, have electric motors for power and equipped with the latest equipment. It will be completed by Sept. 10.

Kingsley, Ia.—Cathcart & Son are making extensive improvements in their feed grinding department. At present they are building an addition of two stories and will install a batch molasses mixer and an oat huller in the upper story with a bigger hammer mill in the lower part.—Art Torkelson, with Lamson Bros. & Co.

Dubuque, Ia.—Speaking at the dedication of Dubuque's municipally built river and rail terminal, Governor John Hammill said that he would lend his personal support to a bill to be introduced in the next legislature by State Senator Otto F. Lange which will provide for the erection of grain terminal elevators along the river.

Dallas Center, Ia.—Brenton Bros. incorporated; capital stock, \$1,000,000; to engage in a general real estate business. A subsidiary company, the Dallas Center Grain & Coal Co., was incorporated also by Clyde E. and W. H. Brenton. The latter firm has operated for years as the Dallas Center Grain Co., Brenton Bros. Grain Co., props.

Sioux City, Ia.—Sale of the Akron Mfg. Co. to the Chicago & North Western Railway Co. by the city was ordered by the council Aug. 11. The sale price is \$13,400. During the discussion it was disclosed that the J. J. Mullaney & Son Grain Co. is expected to operate the storage elevator on the site, which is to be remodeled by the railway company.

Sioux City, Ia.—Pouring of concrete for the foundation walls of the \$100,000 concrete storage addition to the elevator of the Terminal Grain Corporation has started. It is expected that the building proper will be completed by Sept. 30 and the installation of machinery will be made before Oct. 20. This addition increases capacity from 750,000 to 1,250,000 bus.

Sioux City, Ia.—J. E. Bohn has been appointed grain supervisor for the local office of the U. S. Department of Agriculture, succeeding Ralph C. Wright who has been transferred to Kansas City. Mr. Bohn came from Memphis, Tenn., where he has been in charge of the office for five years. He is a graduate of the University of Missouri College of Agriculture and has completed graduate work in the University of Illinois.

Pierson, Ia.—The Farmers Elevator Co. recently purchased the elevator of Marr & Young for a consideration of \$8,500. Possession will be given Sept. 1. Wm. Young, who managed the elevator for Marr & Young, has nothing definite in view at present. Mr. Marr lives at Traer and for over the past year has been on the inactive list because of his health. D. W. Forbes is manager for the Farmers Elevator Co.—Art Torkelson.

Langdon, Ia.—F. C. Bitters has bot the elevator of the Spencer Grain Co. and will now operate two elevators here. A suit has been bot in Clay county court by bondholders of the Spencer Grain Co. asking that a receiver be appointed to take charge of the company's business. This suit is still pending. The elevator at Ruthven, belonging to the company, has been leased by George A. French, who has managed it for four years. The Spencer Grain Co. was organized in 1923, taking over the business of the Wilson Grain Co. and issuing bonds to the amount of \$35,000. In addition to the elevators mentioned the company owns houses at Webb, Greenville, Rembrandt, Terrill and Spencer.

KANSAS

Kansas City, Kan.—The Dixie Mill Feed & Grain Co. has installed a J-B Feed Mill.

Edna, Kan.—An Oklahoma City firm has leased the elevator of the Edna Grain Co.

Neodesha, Kan.—Horney & Horney are completing their elevator on the Frisco tracks.

Wayne, Kan.—The elevator of J. B. Sherwood was slightly damaged by lightning on Aug. 6.

Haviland, Kan.—We have bot and are now operating the Collingwood Grain Co.—Dunbar Grain Co.

Deerfield, Kan.—Mail addressed to the Deerfield Equity has been returned marked "Out of business."

Dodge City, Kan.—Wolcott & Lincoln, Inc., has established a branch office here with J. D. Mead in charge.

Dwight, Kan.—Joseph Reid, formerly manager of the elevator of Carl Johnson, has moved to Sylvan Grove.

Wellington, Kan.—We plan to install a hammer mill for feed grinding this fall.—E. M. Hale, Farmers Elevator Co.

Baldwin City, Kan.—J. C. Wilson and E. E. Pardee have taken over the lease on the elevator operated by Will Hey.

Winfield, Kan.—D. A. Yeager replaces A. W. Kauffman as manager of the local plant of the Consolidated Flour Mills Co.

Harper, Kan.—We contemplate installation of a feed grinder and possibly a mixer in the near future.—J. R. Williamson Grain Co.

Topeka, Kan.—Work of building the mill elevator of the Moore Lowry interests, known as the Inter-Ocean, is progressing rapidly.

Fredonia, Kan.—The Fredonia Linseed Oil Mill is erecting two large steel tanks for storage. They will have a capacity of 150,000 bus. each.

Salina, Kan.—Fire originating in the elevator boot damaged two elevator legs and boots in the mill of the Shellabarger Mill & Elevator Co. on July 31.

Mound Ridge, Kan.—The Mound Ridge Mfg. Co. has let a contract for a storage addition of 100,500 bus. Work will be completed about the middle of October.

Anthony, Kan.—We recently installed a new Boss Air Blast Car Loader of the latest type, fitted with SKF Ball Bearings.—A. W. Steen, A. W. Steen & Son.

Colby, Kan.—The elevator of V. M. Harris burned the afternoon of Aug. 13, the fire being caused from a hot box. It contained about 30,000 bus. of wheat.

Furley, Kan.—We have taken on coal as a side line and recently completed building three 16x18 ft. coal bins.—W. B. Richardson, Richardson & Leap Grain & Oil Co.

Hutchinson, Kan.—Arthur Johns, manager of the Kansas Grain Co., and Mrs. Johns suffered broken collar bones and severe cuts and bruises in a car collision near Pratt.

Solomon, Kan.—We have not as yet let a contract for rebuilding our elevator which burned recently.—C. E. Chance, mgr., Farmers Union Co-op. Business Ass'n.

Lewis, Kan.—An iron bar struck Floyd McKinley in the face, cutting a hole thru his lower lip, while working in the elevator of the Farmers Co-op. Grain & Livestock Co.

Otis, Kan.—Otis Krebs, known as the Rusk County Wheat King, has bot the Lesback Elevator. It is presumed that he will have enough wheat from his 2,000 acres to fill the elevator.

Coats, Kan.—E. J. Lambert, pres. of the Coats Grain & Coal Co., passed away July 30. The cause of his death was cancer. He was 70 years old and retired from active business.

Whitewater, Kan.—We contemplated construction of a concrete headhouse and tanks with 100,000 bus. capacity to supplement our present storage capacity.—Paul Ross, Whitewater Flour Mills Co.

Hutchinson, Kan.—The elevator of the Southwest Terminal Elevator Co., under construction, will be ready to receive wheat soon, according to B. F. Young, pres. of the Western Terminal Elevator Co.

Furley, Kan.—It is believed that the fire which damaged the elevator of W. P. Richardson and C. C. Leap, reported in the last issue, was caused by a hot box on main drive in the engine room.

Scammon, Kan.—The Kansas Flouring Mill has reopened its elevator.

Coats, Kan.—We have just completed installing five Hyatt Self-Aligning Roller Bearings in our elevator at Sun City and are considering installing the same kind in our elevator here.—Shriver & Son.

Offerle, Kan.—T. H. Keast has resigned as manager of the Offerle Grain & Supply Co. to become connected with the Peru Poultry & Feed Co. at St. Louis. He will be succeeded by Everett Hardgrove.

Ellis, Kan.—The elevators of the Wheatland Elevator Co. and the H. D. Lee Co. were each damaged to the extent of \$5,000 by the recent flood of Big Creek. The grain office of Ross & Waldo was damaged also.

Haviland, Kan.—Everett Hardgrove has resigned as manager of the Farmers Co-op. Ass'n, effective Sept. 15. He will return to his home at Offerle where he will take charge of an elevator.—Dunbar Grain Co.

Meade, Kan.—An 80,000-gal. tank car of gasoline belonging to the Farmers Elevator Co. was ignited by backfire from the tank truck which was being filled. Three nearby grain elevators were threatened by the fire.

Groveland, Kan.—We took over the elevator of Colburn Bros. here on July 1. The firm name is the Webb Grain Co. Wall-Rogalsky has the other elevator in Groveland and Herman Leopp is now manager.—V. C. Webb, mgr.

Belle Plaine, Kan.—The elevator of E. H. Teagarden, under lease to the Larabee Flour Mills Co., burned to the ground about 5 a. m., July 29. It was a studded and iron clad building. About 14,000 bus. of wheat were lost in the blaze.

Harper, Kan.—A complete new dust collection system has just been installed by the Imperial Flour Mills Co., making use of a larger fan and wider angles in the pipes. Painting and general repairs have just been completed.—H. O. Davis.

Marysville, Kan.—The Western States Farmers Exchange of Chicago has leased the old Blue Valley mill and elevator from Frank Schulte, Sr., and will do a wholesale and retail feed business. D. A. Milburn of Pawnee City, Neb., will be manager.

Windom, Kan.—We have leased the elevator of Colburn Bros. at Windom and will use it largely as storage. I will be in charge in connection with the other elevator I own. Have also leased the elevator of Colburn Bros. at Groveland.—R. C. Webb.

Russell, Kan.—Construction work on the battery of seven grain tanks being erected by the Russell Mfg. Co. is progressing rapidly. The tanks are going up at the rate of 10 ft. every 24 hours, and when completed will have a capacity of 10,000 bus.

Ransom, Kan.—An overloaded conveyor belt at the elevator of the K. B. R. Mfg. Co. was ruined recently. Instead of slipping off the motor pulley it merely slipped on the pulley and was burned to a crisp. The fire was extinguished without further damage.

Belmont, Kan.—An elevator with capacity for about 7,000 bus. in two large bins was recently completed by W. C. Richardson. It is of concrete stave construction and stuccoed. Mr. Richardson is a large rancher and stock raiser and built the elevator for his private use.

Dalton, Kan.—A new 12,000-bu. studded and iron clad elevator is now operating here. It was built by the Hunter Mfg. Co. to replace the one that burned early last month. Elevating equipment is a 1,200-bu. leg. Machinery includes a Strong-Scott Truck Lift, a 5-bu. Richardson Automatic Scale, a 10-ton truck scale and a 10-h.p. gas engine.

Moscow, Kan.—Lon Gaskill fell 70 ft. from the top of his elevator to the bottom of the pit. He received three broken ribs, a damaged knee, some bruises and bad rope burns on the palms of his hands. He had gone to the top of the elevator to do some work when the rope carrying the manlift broke. He grabbed the rope as he fell but could not stop.

Ford, Kan.—An entire side of one of the bins at the elevator of the G. E. Stockstill Grain Co. burst out recently, letting the grain spill out on the ground. It also ran into the boot, choking the leg of the elevator so that wheat could not be elevated and had to be bot up by buckets. Men were at work two days and nights getting the elevator in shape for business.

Hutchinson, Kan.—The Grain Belt Elvtr. Co. was incorporated recently with a capital of \$100,000. Members of two local grain firms are interested. They are L. H. Pettit and Joseph Koelsch of the Pettit Grain Co. and G. D. Estes and Harley Estes of the Midwest Grain Co. The company will build a terminal elevator, mention of which was made in the previous issue. Contract has been let to Chalmers & Borton.

Boyd, Kan.—Peter L. Ochs, manager of the Ochs Grain Co., was injured while working about the plant. When the engine was set some time ago, 2x8's were spiked together and placed on the rafters from which to swing the block and tackle to set the engine. They had not been removed and the vibration of the elevator caused them to fall, one end striking Mr. Ochs on the head and causing a bad scalp wound. In falling, fortunately, they caught on a hinge.

Solomon, Kan.—The Kansas Flour Mills Corporation has leased this plant, known as the Farmers Elvtr., for another year. The elevator directly across the street, known as the Farmers Union Co-op. Elvtr. Co., burned the morning of July 29. The debris is being cleared away and the company will rebuild at once and be in operation some time during November. The insurance company has made its adjustment. The warehouse and office with their contents were saved, but the elevator building is probably a complete loss.—J. W. Neil, mgr.

KENTUCKY

Winchester, Ky.—The Winchester Roller Mills incorporated; capital stock, \$750,000; by Wm. Woolcott and T. M. Walden.—P.

Maysville, Ky.—Henry Knoveshaw, aged 67 years, connected with J. C. Everett & Co., was found dead on the floor of his room recently.

Lexington, Ky.—G. M. Richards and E. G. Garrett have bot the interest of W. H. Brook & Co. in the Martin-Hodgkin Co. W. H. Brook & Co. will continue to operate the feed business of the old company.

Mr. Sterling, Ky.—T. Newton Duff has bot the interest of his partner, Keller P. Greene, in the firm of Greene & Duff. The new firm will be the Duff Grain Co. Mr. Greene will remain with the firm for the present.

MARYLAND

Baltimore, Md.—Wm. H. Hayward, grain broker, is recovering from a recent illness.

Cumberland, Md.—Martin L. Johnson has succeeded the late J. C. Cessna as director and vice-pres. of the Buley-Patterson Co., Inc.

Walkersville, Md.—The Glade Valley Mlg. Co. is installing a Randolph Direct Heat Drier at its plant for the purpose of caring for the wheat that is coming in damp.

MICHIGAN

Alma, Mich.—The Michigan Bean Co. has installed a manlift.

Chesaning, Mich.—The Farmers Elvtr. Co. has installed a feed grinder, mixer and bean cleaner.

Charlotte, Mich.—Belden & Co. plan to install an attrition mill in their elevator.—Mrs. G. M. Flaherty, mgr.

Detroit, Mich.—The Commercial Mlg. Co. has awarded a contract to the Fraser Co. for an \$80,000 addition to its flour mill.

Lawndale (Fireland p. o.), Mich.—Chatterton & Son are installing a McMillin Wagon & Truck Dump at their local plant.

Augusta, Mich.—The Augusta Mlg. Co., which operates an elevator, is contemplating incorporation with 10 local men as stockholders. It is understood the present owner, A. K. Tucker, will continue as manager.

Lansing, Mich.—H. E. Chatterton, head of the firm of Chatterton & Son, Mrs. Chatterton and two other passengers were injured early in August when Chatterton's machine and another auto collided 13 miles north of Lansing. His auto was thrown into a ditch and badly damaged.

Alpena, Mich.—We have rebuilt the remaining portion of our flour mill, which recently burned, into a warehouse. We do not anticipate building another flour mill. Our business from now on will be grain dealing and feed jobbing carried on exclusively from our other Alpena elevator.—Thunder Bay Mlg. Co.

Port Hope, Mich.—August Fuhrman has succeeded Melvin Kerr as manager of the Farmers Co-op. Ass'n.

Kawkawlin, Mich.—The Kawkawlin Bean & Grain Co. has completed its elevator. The elevator has a capacity of 30,000 bus., has a McMillin Dump for beans and grain, ball bearing motors thruout, ball bearing equipped feed grinder. All hangars have Hyatt Roller Bearings. The mill is equipped with bean and grain cleaner and pickers. This mill is the most complete and modern today. Open for inspection.—J. E. Martindale.

Detroit, Mich.—We are increasing and improving our receiving facilities for taking in grain and equipment for the same is being supplied by the Webster Manufacturing Co. We are also installing complete new machinery for unloading coal and coke. Motors are being supplied by the Fairbanks-Morse Co. This work is largely necessitated on account of the grade separation program which the Grand Trunk is putting thru adjacent to our building.—H. W. Rickel & Co.

Shepherd, Mich.—Russell E. Ward, Wm. E. Savage, Brown T. Craig and myself purchased the brick elevator known as the Shepherd Mlg. Co. This place has been operated as a mill for years and we purchased it with the idea of conducting a general grain elevator business. We have incorporated under the name of the Shepherd Grain & Bean Co. with a capital stock of \$25,000. R. E. Ward is pres.; B. T. Craig, vice-pres.; W. E. Savage, treas.; Ward E. King, sec'y.—Ward E. King, bean department, McLaughlin, Ward & Co.

MINNESOTA

Roscoe, Minn.—W. H. Theisen will build a feed mill.

Marshall, Minn.—The Marshall Independent Elvtr. has installed a feed mill.

Dovray, Minn.—Frank S. Kingsbury is now manager of the Farmers Elvtr. Co.

Tyler, Minn.—The Farmers Co-op. Co. has erected a building for custom grinding.

Wells, Minn.—Val C. Meyer has been re-elected manager of the Farmers Elvtr. Co.

Sherburn, Minn.—John Manzey was re-elected manager of the Farmers Elvtr. Co.

Winsted, Minn.—Joseph Steiner has been re-hired as manager of the Farmers Elvtr. Co.

Minnesota Lake, Minn.—John Lentz has been re-elected manager of the Farmers Elvtr. Co.

Annandale, Minn.—W. C. Hawkinson was re-named as manager of the Farmers Co-op. Elvtr. Co.

Breckenridge, Minn.—W. Heathcote has been re-elected manager of the Farmers Co-op. Elvtr. Co.

Plummer, Minn.—Anton Gunderson has been re-hired as manager of the Farmers Co-op. Elvtr.

Russell, Minn.—C. E. Nelson has been retained as manager of the Farmers Independent Elvtr.

Shelly, Minn.—A. S. Gaudland was re-elected as manager of the Shelly Elvtr., Stock & Lumber Co.

Bronson, Minn.—The Northland Elvtr. Co. has reopened its plant. N. E. Johnson is again in charge.

Argyle, Minn.—A. A. Buckingham has been re-elected manager of the Equity Co-op. Exchange.

Rosemount, Minn.—The office of the Rosemount Mlg. Co. was destroyed by a recent tornado.

Menahga, Minn.—Robert Cary was re-elected manager of the Farmers Co-op. Elvtr. Ass'n recently.

Springfield, Minn.—The Farmers Elvtr. Co. has re-roofed its elevator and painted the building.

Waterville, Minn.—The Equity Co-op. Exchange has installed a drive and covered its roof with tar.

Badger, Minn.—Mail addressed to the Farmers Equity Elvtr. Co. has been returned marked "Out of business."

Lafayette, Minn.—H. E. Hedren was re-elected manager of the Farmers Elvtr. Co. at the annual meeting.

Rockcreek, Minn.—The feed mill of Ansel Glader burned recently. It is understood the loss is covered by insurance.

St. Paul, Minn.—Charles C. Chambers, sec'y and past pres. of the Grain Exchange, died Aug. 18 after a prolonged illness.

Red Wing, Minn.—The Fleischmann Malting Co. has purchased new engines for its plants at Minnesota Lake, Red Wing and Edgerton.

Russell, Minn.—P. G. Melby is again manager of the elevator of the New London Mlg. Co. He left this same position five years ago to become second man at the Farmers Independent Elvtr.

Duluth, Minn.—The International Elvtr. Co. now has 85 elevators, having bot 17 in Montana recently. The new purchases are located at Glendive, which has two, Stipek, Hodges, Fallon, Huntly, Ingomar, Hysham, Rimrock, Finch, Custer, Werden, Forsyth, Sumatra, Lindsay, Circle and Brockway.

Thief River Falls, Minn.—The Math Barzen Co. has opened eight line elevators in preparation for the fall grain movement. They are managed by Math Barzen, formerly with the Finch Carlyle Co. of Crookston. The elevators are located at Goodridge, Mavie, Silverton, Hazel, Wylie, Red Lake Falls, Oklee and Ogema.

Warren, Minn.—The National Elvtr. Co. of Minneapolis, a subsidiary of the Van Dusen-Harrington Co., has bot the elevators of the Spaulding Elvtr. Co. located on the Soo wheat line in Minnesota and North Dakota. The sale did not include the terminal elevator located here. The Spaulding Elvtr. Co. was incorporated in 1905, the year the Soo built thru Warren, with its general offices in this city.

Hollaway, Minn.—The Hollaway Market Co., whose elevator burned more than a year ago, has awarded a contract for a new elevator to the Hogenson Construction Co. It will have a capacity of 35,000 bus. and have 20 bins. The foundation will be a reinforced concrete slab. The office will be connected to the sample room and have full basement with pipe furnace. Fairbanks-Morse 7½-h.p. Totally Enclosed Motors will furnish power for the legs which will be directly connected to Winter Universal Head Drives. The entire plant will be covered with corrugated galvanized iron. An 8-bu. Richardson Automatic Scale will be placed in cupola. A Carter Cleaner will be installed on the work floor.

New York Mills, Minn.—On July 28 at 2:30 in the afternoon our elevator was struck by lightning. There followed an explosion of dust that tore off the driveway in a complete wreck. The back wall was wrecked and the cupola roof was blown completely off. Fires started inside, apparently all over the building, but as it was raining hard the rain and our good fire department put out the flames with small fire damage, the total loss by wreckage and fire being about \$2,000. There happened to be nobody in the elevator at the time so nobody was killed. My helper, Ed Holmstrom, was in the office at the time but was just shaken up a little. The damage is being repaired by the T. E. Ibberson Co. We are putting in a new Hinkley Head Drive and metal on the roof and walls. We will be ready for business just as threshing begins.—Ed. Hintsala, mgr., N. Y. Mills Farmers Elvtr. Co.

MINNEAPOLIS LETTER.

Leon Ashenden of the Cargill Commission Co. recently broke his leg while playing ball.

The Interior Malt & Grain Co. has taken out a building permit for \$20,000 to cover a 6-story brick and steel malt kiln.

Geo. E. Squires, former chief deputy grain inspector for Minnesota, died recently at Fort Worth, Tex., and was buried in St. Paul, Aug. 15.

The North Dakota Wheat Growers Ass'n has bot the 150,000-bu. elevator of the G. E. Gee Grain Co., known as the Gee Elvtr. The sale of the elevator does not affect the G. E. Gee Co.'s commission business.

After being located temporarily in the Corn Exchange while the old Chamber of Commerce building was being replaced, the grain buying office of the Eagle Roller Mill Co., New Ulm, Minn., now occupies its old location on the second floor of the new building.

Hearings on petitions asking for dissolution of the Washburn-Crosby Co., Royal Mlg. Co., Rocky Mountain Elvtr. Co., and Kalispell Flour Co., Minnesota corporations which on July 11 transferred their assets and property to General Mills, Inc., have been ordered for Sept. 4.

E. L. Phelps, formerly manager of E. L. Phelps & Co., has become associated with the Johnson-Olson Grain Co.

MISSOURI

Kewanee, Mo.—The elevator of A. B. Hunter, Sr., burned recently. The building was empty.

Carthage, Mo.—Our mill burned and we are out of business here.—Morrow-Kidder Mfg. Co.

St. Louis, Mo.—The Belt Elvtr. Co. of East St. Louis has dissolved and surrendered its charter.

Campbell, Mo.—The Stoddard Mill & Grain Co. of Advance has opened the elevator of Buck & Toole. C. E. Porter is in charge.

Pierce City, Mo.—H. O. Abernathy has bot the interest of N. L. Jones in the Pierce City Grain & Elvtr. Co. Mr. Abernathy will manage the elevator.

St. Louis, Mo.—Harold Hamlin, formerly of the Wichita Mill & Elvtr. Co. of Wichita Falls, Tex., is now ass't general manager of the Plant Flour Mills Co.

Kansas City, Mo.—Effective Sept. 1, the fees for inspection and weighing grain by the Kansas State Grain Inspection Department will be reduced to 60c per car. The present charge is \$1 per car.

Wyaconda, Mo.—Irvin Bertram has bot the elevator of J. E. Deck & Son. Mr. Bertram was formerly in the grain business here, once with the late J. E. Deck and before that with H. E. Sherwood.

New Madrid, Mo.—The mill and warehouse of the New Madrid County Mfg. Co. burned recently with a loss of \$16,000, partly covered by insurance. The fire was caused by explosion of a blow torch used in starting an engine.

Springfield, Mo.—We are building a 150,000 bu. reinforced concrete elevator on the Frisco Railroad. Machinery has been bot. The Southwestern Engineering Co. has the contract. The plant will be ready for operation Dec. 1.—Tindle Mfg. Co.

Mount Vernon, Mo.—A branch office of the state grain inspection department has been established here with Rex Johnson in charge. It is connected with the Mount Vernon Elvtr. Co., which will handle 300,000 bus. of wheat this year for the Kansas Flour Mills of Kansas City.

St. Louis, Mo.—The Missouri grain inspection department, effective Sept. 1, will reduce the fees for weighing grain in and out and transferred in public elevators to 50c a car. The charge at present is 75c. The reduction will apply on weights at private warehouses also except where the department has contracts for service.

Slater, Mo.—J. F. Crosslin, night watchman for the Slater Mill & Elvtr. Co., was found dead in the boiler room of the mill early on the morning of Aug. 13 with bullets in the temple and abdomen. Five bullets were found in the wall against which Mr. Crosslin's chair was placed and one shot had been fired from his revolver. He had been watchman for the company for eight years and is survived by his wife and five children.

St. Louis, Mo.—The Chicago, Burlington & Quincy Railroad has bot the elevator of the Marshall Hall Grain Corp., including a 12-acre tract of land. The house has a storage of 1,400,000 bus. and is equipped with barge loading. The Marshall Hall Grain Corp. has taken a lease on the elevator and will continue to operate it. It is understood that the Burlington may increase the capacity of the elevator.

ST. JOSEPH LETTER.

William Estes, clerk of the local office of the Missouri State Grain Inspection and Weighing Dept., died July 27, from gall bladder trouble. He had been stationed at the office in St. Joseph about two years. Burial was at Harrisonville, Mo.

R. R. Clark, manager of the Aunt Jemima Mills Branch of the Quaker Oats Co. at St. Joseph, suffered minor injuries a few days ago when his motor car left the road as the result of a bad tire. But has now returned to his desk.

Frazer L. Ford, president of the First National Bank of St. Joseph and treasurer of the St. Joseph Grain Exchange, fortunately escaped serious injury in an accident which occurred in Iowa recently. Mr. Ford's car was struck head-on by one on the left-hand side of the road coming over a hill top.

MONTANA

Denton, Mont.—Roy Cross has been re-elected manager of the Farmers Co-op. Elvtr.

Broadview, Mont.—The Occident Elvtr. Co. has installed electric power in its local plant.

Delphia, Mont.—The Roundup Elvtr. Co. has installed a Strong-Scott Pneumatic Truck Lift.

Roy, Mont.—The S. L. Dotson Co. has installed a Strong-Scott Pneumatic Lift in its elevator.

Fort Benton, Mont.—The plant of the Benton Mfg. & Elvtr. Co. burned Aug. 11 with a loss of \$20,000.

Townsend, Mont.—The Broadwater County Farm Union will build an elevator this fall on the ranch of J. E. Kancuse.

Toston, Mont.—The State Elvtr. Co. has bot the elevator of Mark P. Miller. A new scale and dump are being installed.

Martinsdale, Mont.—Henry Shaw, who has been manager of the Montana Elvtr. Co. for some time, has bot the plant.

Gage, Mont.—The Roundup Elvtr. Co. has installed a 10-h.p. engine and a Strong-Scott Pneumatic Lift in its elevator.

Poplar, Mont.—The Winter-Truesdell-Diercks Co. is having its elevators at Poplar and Wolfe Point repaired by the T. E. Ibberson Co.

Oswego, Mont.—The Imperial Elvtr. Co. will install a Kewanee Lift in its elevator. The Victor Construction Co. will do the work.

Bozeman, Mont.—The Walsh Grain Co. has bot the old Farmers Elvtr. at Belgrade. It is being dismantled and will be moved to Bozeman.

Lewiston, Mont.—The Basin Elvtr. Co. incorporated; capital stock, \$100,000; S. B. and Helen M. Fairbank, and A. A. Freeman, Jr., of Hobson, directors.

Whitewater, Mont.—The Farmers Elevtr. Co., Inc., capital stock, \$15,000; by L. J. Larson, C. M. Weise and George Green. The company expects to build a 25,000 bu. elevator.

Nashua, Mont.—A. A. Pankrutz of Deering, N. D., has succeeded Elmer Brockmeier as manager of the Farmers Produce Co. The latter has a similar position at Opheim.

Lewiston, Mont.—Landis Barley will be supt. of the plant which the Judith Mfg. Co. of Hobson recently bot from the Montana Flour Mills Co. The plant is being repaired and new machinery added.

Lewiston, Mont.—The Judith Mfg. Co. has awarded a contract to the Victor Construction Co. for 60,000 bus. additional storage to the mill recently purchased from the Montana Elvtr. Co.

Bynum, Mont.—I am putting in a Strong-Scott Truck Dump and a new 20-h.p. Fairbanks-Morse Engine and am opening up the property for business under the name of the Bynum Elvtr.—Kyle Jones.

Bozeman, Mont.—The Sweet Co. incorporated; capital stock, \$50,000; C. W. Sweet, pres.; G. R. Carlson, vice-pres.; Justin Smith, sec'y. The elevator of the Gary Hay & Grain Co. has been bot by the firm. James B. Emerson will be in charge.

The International Elvtr. Co. of Duluth, Minn., now operates elevators at the following Montana towns: Two at Glendive, one each at Stipek, Hodges, Fallon, Huntly, Ingomar, Hysan, Rimrock, Finch, Custer, Werden, Forsyth, Sumatra, Lindsay, Circle and Brockway.

Belmont, Mont.—C. C. Richards is now manager of the Farmers Elvtr. Co.

Joliet, Mont.—The Northwest Distributing Co. has contracted with the Victor Construction Co. to erect a 50,000-bu. elevator in connection with its local mill. This elevator will be equipped with three stands of elevator legs, 10-ton Fairbanks Dump Scale and 100-bu. Fairbanks Hopper Scale, a Strong-Scott Pneumatic Dump, a double and center distributor. The building will be covered with iron. The power will be taken from the mill.

NEBRASKA

Friend, Neb.—The Wilsey Grain Co. has repaired its elevator.

Naponee, Neb.—The Equity Union Elvtr. Co. has repaired its plant.

Lyman, Neb.—E. S. Young & Co. are building a 24,000-bu. elevator.

Nehawka, Neb.—The Farmers Grain Co. has installed a moisture tester.

Randolph, Neb.—Charles Rolland has bot the elevator of J. J. Mullaney.

Obert, Neb.—C. R. Persinger is now manager of the J. J. Mullaney elevator.

Hansen, Neb.—The elevator of the Hynes Elvtr. Co. has been repaired.

Phillipsburg, Neb.—The Brandt Elvtr. Co. has installed a pneumatic truck lift.

Gresham, Neb.—The Gresham Grain Co. has installed a Winter Type L Dump.

Syracuse, Neb.—William Auer has bot the elevator of the Dunbar Grain Co.

Lindsey, Neb.—The Farmers Elvtr. Ass'n is erecting a storage building for coal and cement.

Roseland, Neb.—The Roseland Grain & Supply Co. has installed a truck scale and truck dump.

Tekamah, Neb.—The Farmers Grain & Livestock Ass'n has installed a Winter Type L Dump.

Beatrice, Neb.—The Farmers Co-op. Elvtr. Co. plant was slightly damaged by a motor fire Aug. 11.

Omaha, Neb.—Mrs. Polly Zimmerman, wife of J. P. Zimmerman, died Aug. 19 at a local hospital.

Beatrice, Neb.—The plant of the Farmers Co-op. Elvtr. Co. was slightly damaged by fire on Aug. 18.

Bloomfield, Neb.—The W. W. Borin Lumber Co. has had its elevator wrecked by the Newell Construction Co.

Johnson, Neb.—Glen Harkins has leased the elevator of the Duff Grain Co. He is repairing it and will operate it this season.

Barstow, Neb.—Two elevators are being built here, one by the Barstow Grain Co. and the other by the Slack Co. of Holyoke, Colo.

Rushville, Neb.—Jack Guihen, who has been ass't manager of the Chadron Flour Mills at Chadron, has taken over the Rushville Elvtr.

Beaver City, Neb.—The Edwards-Kelley Grain Co. has bot and will operate the elevator of C. M. Linn which has been closed for two years.

Laurel, Neb.—Peck & Larson have built a new driveway, installed new scales and a truck dump. A steel roof will be added to the elevator.

Orleans, Neb.—Our plant was a total loss from the recent fire. We will not rebuild and are out of the grain and milling business.—Orleans Mfg. & Elvtr. Co.

Geneva, Neb.—Will Oldham, who was manager of the Hynes Elvtr. Co.'s property at Fairmont which was sold recently, is now employed in the company's local elevator.

Ord, Neb.—McBeth & Son have bot the elevator of the Omaha Elvtr. Co. which has been idle for several years. New machinery will be installed and the plant reopened.

McCook, Neb.—The Miller-Sparks Grain Co. has discontinued business. B. H. Miller and Ray Sparks have gone to Wichita where they will engage in an aviation enterprise.

South Bend, Neb.—I do not intend to rebuild my elevator which burned for at least a year. I have leased the elevator of H. A. Guthman on the Rock Island and am carrying on business with it.—Glenn F. Weaver.

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Eli, Neb.—Walrath & Sherwood are repairing their elevator.

Hemmingford, Neb.—Mr. Keckler has resigned as manager of the Nebraska-Colorado Elvtr. Co., and will become ass't manager of the Farmers Elvtr. Co. William Schneider, former manager of the Farmers Elvtr. Co., becomes manager for Nebraska-Colorado Elvtr. Co.

Big Springs, Neb.—The Johnson Elvtr. Co. with authorized capital of \$50,000 has been formed at North Loup. A 20,000-bu. elevator is now under construction at Big Springs for the new organization of which G. E. Johnson is pres.; R. W. Hudson, vice-pres.; and Harry Johnson, sec'y-treas.

Beaver Crossing, Neb.—W. H. McNeil of Kansas City has bot the elevator of the Nye & Jenks Co. He will operate under the name of the Beaver Crossing Grain Co. W. W. Randle, who for the past 7 years has been employed as manager for Nye & Jenks, will continue as manager for the new owner.

Alliance, Neb.—The O. M. Kellogg Grain Co. has completed a 50,000-bu. grain elevator. It is of cribbed construction and covered with sheet iron. It is equipped with the latest in machinery. The Cramer Construction Co. had the contract. W. A. O'Donnell, who has operated an elevator at Grant the past six years for the Kellogg company, will have charge of the new house.

NEW YORK

Buffalo, N. Y.—A combined golf outing and tournament of the Corn Exchange and Flour Club was held on Aug. 21 at the Meadowbrook Country Club.

Penn Yan, N. Y.—Prendergast Bros. of Hall, N. Y., have bot the elevators and produce plant of the Benson Co-op. Grain & Coal Elvtrs., north of town.

Lockport, N. Y.—The Federal Mlg. Co. has let a contract to R. H. Barker for a building in which to install a Randolph Direct Heat Drier. There will be a large bin above the drier and one below so that it can be operated independently of the remainder of the mill.

Buffalo, N. Y.—Charles M. Purdy, who is connected with the Jamestown Electric Mills and also a grain shipper, filed a voluntary petition in bankruptcy, with liabilities of \$31,057.38 and assets of \$1,840. On Aug. 1 the Jamestown Electric Mills made an assignment for the benefit of creditors.

New York, N. Y.—William Beatty, pres. of the Produce Exchange, has announced the appointment of a floor manager and a listing superintendent for the new securities market which is soon to be established on the Exchange. The names of the men were not made public, but they will take office Sept. 1.

NEVADA

Fallon, Nev.—We are building a new steel warehouse with concrete floor, 3,000 sq. ft. floor space, 16 ft. to eaves. We are adding a dial Fairbanks-Morse Scale.—L. T. Kendrick, mgr., Fallon Flour Mills Co.

NORTH DAKOTA

Judson, N. D.—The Occident Elvtr. Co. has installed a dump.

Brinsmade, N. D.—The elevator of Ira Bringaman burned on Aug. 8.

Havelock, N. D.—H. D. Johnson is now agent for the Western Grain Co.

Greene, N. D.—The Farmers Elvtr. Co. has improved and repaired its plant.

Fairmount, N. D.—The Northwest Seed Growers will install a feed mill.

Dwight, N. D.—The Farmers Elvtr. Co. has installed a Winter Type W Dump.

Rawson, N. D.—William M. Moo is now manager of the Farmers Co-op Elvtr. Co.

Maida, N. D.—C. A. Olson is the new manager of the elevator.—Farmers Elvtr. Co.

Kintyre, N. D.—The Kintyre Co-op. Elvtr. Co. has installed two Winter Universal Head Drives.

Donnybrook, N. D.—The Woodworth Elvtr. Co. will replace its elevator which burned recently.

Charbonneau, N. D.—The Big Flat Grain Co. is having its elevator repaired by the T. E. Ibberson Co.

Foxholm, N. D.—August Arndt was re-elected manager of the Farmers Elvtr. Co. at the annual meeting.

Cooperstown, N. D.—W. W. Whipple of Flora has succeeded N. C. Baker as manager of the Cargill Elvtr. Co.

La Moure, N. D.—J. A. Schnooder of Mott has bot the elevator of J. A. Frank. The new owner is now in possession.

Hickson, N. D.—The gasoline storage house of the Equity Elvtr. & Trading Co. was destroyed by fire on Aug. 10.

Rutland, N. D.—Earl Robinson is the new manager of our elevator, taking charge July 1.—Farmers Co-op. Elvtr. Co.

Ashley, N. D.—The Miles Elvtr. Co. incorporated; capital stock, \$2,000; by R. C. Miles, C. A. Dow and Mrs. C. A. Dow.

Stanley, N. D.—Nils Herseth of Battleview has been engaged as manager of the Farmers Union with Zwingli Stolnecker as ass't.

Clyde, N. D.—The Farmers Elvtr. Co. is installing a Hinckley Drive and motor, the work being done by the Hickok Construction Co.

Sentinel Butte, N. D.—A. L. Martin has repaired his elevator which was damaged by lightning. The loss was covered by insurance.

Omamee, N. D.—Peter Paulus is now agt. for the International Elvtr. Co. He was formerly with the Equity Co-op. Exchange at Bathgate.

Bathgate, N. D.—The Bathgate Grain Co. has been incorporated with a capital of \$15,000, and has bot the elevator of the Equity Co-op. Exchange.

Brantford, N. D.—The Winter-Truesdell-Diercks Co. will repair its elevators at Brantford, Wildrose and Comstock. The T. E. Ibberson Co. will do the work.

Pickardville, N. D.—M. J. Cullen, F. C. Toulouse and P. H. Raugust have bot the Pickard Elvtr. Co. The company will be reincorporated as the Pickardville Grain Co.

Greene, N. D.—The Farmers Elvtr. Co. is building pocket bins in the deep bins and installing a double distributor, the Hickok Construction Co. doing the work.

Norma, N. D.—The Minnekota Elvtr. Co. is overhauling its elevators at Norma, Hamberg, Ryder, Selz, Glenfield and Douglas. The T. E. Ibberson Co. has the contract.

Colfax, N. D.—We have installed a 25-h.p. Type Y Fairbanks-Morse Engine, a disc cleaner, a new leg, and a Diamond Huller Single Runner Feed Mill.—C. O. Hefty, mgr., Colfax Grain Co.

Galesburg, N. D.—The Galesburg Co-op. Elvtr. Co. has completed the building of a 60,000-bu. elevator which replaces the old structure. The new house was built by the T. E. Ibberson Co.

Parshall, N. D.—The Robideaux Grain Co. is installing a Randolph Direct Heat Drier for the handling of combined wheat, enabling it to ship wheat direct to the terminal market without it becoming hot or mouldy.

Wahpeton, N. D.—W. H. Fury, local manager for the Gross Grain Co., whose elevator burned last month, has bot the site and remaining property of the company and will build an elevator on the same location.

Stanley, N. D.—We bot the plant of the Nelson Elvtr. Co., which is a 40,000-bu. house with electric power and modernly equipped. We have over 200 stockholders at \$50 per share, over \$11,000 worth of stock sold. The manager's name is Geo. Brady.—Geo. S. Frye, Farmers Co-op. Elvtr. Co.

Donnybrook, N. D.—The Woodworth Elvtr. Co. is building a 25,000-bu. elevator to replace the one which burned some time ago. The Hickok Construction Co. has the contract. The new elevator will have a single leg with a Strong-Scott Head Drive, roller bearings, Winter Full Floating Roller Bearing Boot Pulley, Fairbanks-Morse Motors and Fairbanks Scales, steel boot tank and Strong-Scott Dump.

Cando, N. D.—Five of the six local elevator firms have made improvements in their plants. The Cando Mill & Elvtr. Co. has finished extensive repairs. The Farmers Co-op. Elvtr. Co. has installed 10-ton scales. The Imperial Elvtr. Co. has electrified its plant. The Monarch Elvtr. Co. has electrified its plant and made repairs. H. C. Wold built an addition to his elevator about a month ago, as was reported in an earlier issue.

OHIO

North Robinson, O.—The Equity Exchange has installed a J. B. Feed mill.

Mortimer, O.—The McManness Mlg. & Grain Co. of Findlay is now operating the Mortimer Elvtr.

Wilmington, O.—The Clinton Grain Co. has installed an oat huller and Sidney Power Feeder.

Genoa, O.—The Genoa Farmers Exchange is installing a Sidney Chain Feeder and other equipment.

Stony Ridge, O.—Elliott & Beasley are equipping their plant with a McMillin Wagon and Truck Dump.

Gerald, O.—The Gerald Grain & Stock Co. has installed a McMillin Combination Wagon and Truck Dump.

Defiance, O.—The Farmers Co-op. Co. is building an additional room in which a feed mill will be installed.

Norwalk, O.—The Norwalk Elvtr. Co. has leased the elevator of F. A. Jenkins.—Geo. K. Atyeo, mgr., Norwalk Elvtr. Co.

North Lewisburg, O.—The Consolidated Grain Co. is the only regular grain elevator here. A scoop shoveler is operating here.—Howard Townsend.

Arcadia, O.—L. R. Good is installing a dump and other equipment in the elevator which he is repairing. The Sidney Grain Machinery Co. has the contract.

Circleville, O.—Grain dealers of the territory met Thursday evening, Aug. 23, at the American Hotel. An interesting program had been arranged for the occasion.

Norwalk, O.—Gertrude A. Maginn has succeeded Geo. K. Atyeo as manager of the Firelands Elvtr. Co. The company recently installed Sidney Roller Bearings and other equipment.

Forest, O.—Morris Meyer recently bot the Lindsay and Fox Elvtrs. at auction for \$6,500. The elevators were formerly operated by the Forest Co-op. Co. and have been in the hands of a receiver for some time.

Grafton, O.—We took over the flour mill of the United Mills Corporation at Grafton. We did not take over the Shelby plant. Officers of the company are H. E. Irwin, pres.; King E. Fauver, vice-pres.; F. N. Barton, sec'y treas.; Wm. G. Landman, ass't sec'y-treas.—United Mills Co., Inc.

Donnelsville (New Carlisle p. o.), O.—Thieves broke into the office of the Valley Grain Co. on Saturday night, Aug. 18, took several automobile tires, five gallons of tractor oil, a rifle and other articles, besides looting the safe of several dollars in small change. No trace of the robbers has been found.—Elmer G. Sigler, mgr., Valley Grain Co.

OKLAHOMA

Oklahoma City, Okla.—J. G. Schmitz is now ass't manager of the Oklahoma City Mill & Elvtr. Co.

Kildare, Okla.—The Farmers Elvtr. & Supply Co. of Newkirk is planning to build an elevator at Kildare.

Spearman, Okla.—R. L. Porter has opened his new elevator of 40,000 bus. capacity. D. B. Lawrence is manager.

Calumet, Okla.—Wm. Laughlin, formerly with the Laughlin Grain Co. at Minco, is now manager for that company here.

Gate, Okla.—The Wichita Mill & Elvtr. Co. has bot the Commerce Elvtr. of E. D. Morris. O. C. Usher will be in charge.

Grandfield, Okla.—The Farmers Co-op. Elvtr. Co. will start work soon on a building to be used as a feed mill and store.

Duncan, Okla.—Work on the grain elevator of the Harvey Powell Grain Co. is being delayed because of a brick shortage.

Enid, Okla.—The A. R. Hacker Grain Co. incorporated; capital stock, \$10,000; by A. R. Hacker, C. F. Dyer and E. F. Smith, all of Enid.

Enid, Okla.—The Pillsbury Flour Mills Co. expects to have half of its storage completed by Sept. 1 and the machinery installed in the head house.

Wahita, Okla.—We plan to increase our elevating and car loading capacity and perhaps our storage capacity at an early date.—Ray Hill, Farmers Co-op. Elvtr. Co.

Rusk, Okla.—G. W. Johnston has bot the elevator of the Farmers Elvtr. Co.

Manchester, Okla.—We are contemplating construction of a new 50,000-bu. concrete elevator, principally for storage purposes.—G. T. Price, mgr., State Line Grain Co.

Sallisaw, Okla.—We have let a contract for a corn sheller and elevator which will be completed within 30 days.—C. J. Carson, pres., Adair County Mill & Elvtr. Co., Inc.

Blackwell, Okla.—D. W. Moxon is the new local manager, replacing L. E. Raymond, effective Aug. 14. Mr. Moxon will have charge of the buying and selling of wheat.—Blackwell Mlg. & Elvtr. Co.

Jefferson, Okla.—Miss Margaret Hacker, daughter of Mrs. W. C. Hacker, owner of the Hacker Mlg. Co., was married recently to Charles Sprague, Jr., who is connected with the Hacker Mlg. Co.

Marlow, Okla.—We are building a 12,000-bu. elevator for bulk grain, will have about 12,000 sq. ft. of floor space. We will install a corn sheller, hammer mill, molasses machine, feed mixer, steel cut mill, and seed cleaner and other equipment necessary for an up-to-date elevator and feed mill.—Briscoe Bros.

Guymon, Okla.—Over 4,000 bus. of wheat were spilled on the ground recently when the Light Grain & Mlg. Co.'s elevator burst open on the north side. One small bin had a section of the side, about 15 ft. square, forced out, completely emptying it. The boards and metal covering crashed down onto the roof over the exit driveway, carrying away part of the side of an adjoining bin and allowing considerable wheat to escape. The driveway roof was entirely caved in, hanging by only one side. The first bin, containing about 2,000 bus., is located directly over the pits of the elevator and the break allowed the wheat to pile in the middle of the truck driveway. Wheat was being loaded into a car at the time of the break and workmen were on the elevator. No one was injured, however.

PACIFIC NORTHWEST

Winona, Wash.—The Lewiston Seed Co. is building a grain warehouse.

Latah, Wash.—The grain warehouse of Charles Blank burned Aug. 3.

Menan, Ida.—The Midland Elvtr. Co. is contemplating building an elevator.

Ririe, Ida.—The Midland Elvtr. Co. plans to build a 70,000-bu. grain warehouse.

Odessa, Wash.—The Seattle Grain Co. has installed machinery for handling bulk grain.

Haines, Ore.—I am building a 35,000-bu. elevator to replace the one which burned.—E. W. Hearing.

Washtucna, Wash.—Frank Hurst is building an elevator which will have a capacity of 100,000 sacks.

Ritzville, Wash.—Henry Cordes, Jr., has been re-elected manager of the Marcellus Farmers Elvtr. Co.

Nezperce, Ida.—The plant of the Nezperce Grain & Mlg. Co. has been taken over by L. R. Snyder, former manager.

Weston, Ore.—The Weston Warehouse Co. has installed a new elevator leg, hopper scale and motor in its elevator.

Spokane, Wash.—The Atwood-Larson Co. has opened an office at 248 Peyton Building with Chas. F. Stablein as manager.

Deary, Ida.—The Deary Grain Co. will replace its gasoline engine with an electric motor. The elevator of the company is being re-roofed.

Lebanon, Ore.—Thad Sterling, old time grain warehouseman, died recently after several months' illness. He retired a few months ago from the grain business.

Spokane, Wash.—The warehouses of the Boyd-Conley Co. and Charles G. Schrimpf burned recently. The former company estimates its loss at \$8,000, covered by insurance.

Easton, Wash.—The fire which destroyed the hay warehouse of the Johnson Bros. Co. is believed to have been caused by spontaneous combustion in new hay. The fire was reported in the preceding issue.

Portland, Ore.—Erwin Taft, after several years of activity in other lines of work, is back in the grain and flour business with offices at 520 Board of Trade Bldg. He will specialize in the buying of wheat and flour for southeastern mills.

Douglas, Wash.—The Milwaukee Grain Elvtr. Co. has equipped its warehouse for the handling of bulk wheat. The new equipment will provide facilities for loading out 1,400 bus. of bulk grain an hour. The warehouse has a capacity of 70,000 bus.

Portland, Ore.—The Merchants Exchange passed a resolution requesting the grain com'te to investigate the possibilities of establishing a futures market in Portland. A futures market has been under discussion for the past year, but this is the first definite indication that something might be done.

Douglas, Wash.—The Douglas Elvtr. Co. has completed a 100,000-bu. elevator, replacing the one which burned last winter. It is owned by the farmers in the Douglas section and has 42 separate bins so that each farmer can keep his wheat separate. This elevator handles only bulk grain but the company has leased a warehouse to care for sacked grain.

Ellensburg, Wash.—Several grain warehouses burned Aug. 11 from a fire which broke out in the line of warehouses along the Northern Pacific tracks. It is believed to have started in the Comstock Arvidson warehouse, spreading along the 600 feet of warehouses. The following grain firms suffered losses: Comstock Arvidson Co., \$40,000; White-Dulaney Co., \$25,000; Ellensburg Feed Mills, \$15,000; Pope Grain Co., \$8,000. There were several other warehouses other than the grain firms.

Meridian, Ida.—We have raised the roof of part of our warehouse 22x66 ft. and added enough bin room to hold 7,000 bus. of wheat. We will likely add more bins next year. The Meridian plant (the Davidson warehouse) is a subsidiary of the Nampa Mlg. & Elvtr. Co., organized by them and most of the stock is owned by them. Officers of the Nampa Mlg. & Elvtr. Co. are Thos. Scott, pres.; D. L. McBane, vice-pres.; M. M. Davidson, sec'y; T. R. Scott, treas. and mgr. Officers of the Davidson Warehouse Co. are M. M. Davidson, pres. and mgr.; D. L. McBane, sec'y, and T. R. Scott, vice-pres. The Nampa Mlg. & Elvtr. Co. has also added about 7,000 bus. new storage at Nampa.—M. M. Davidson, Davidson Warehouse Co.

Portland, Ore.—Protein in grades was opposed by local grain dealers at a recent meeting in the Merchants' Exchange. They pointed out that the bulk of the wheat of the Pacific Northwest goes for export. It is only the mills that buy on a protein basis and this is always done by sample. At a recent conference of local farmers a plan was approved for the establishment of local laboratories thruout the state to be licensed by the federal government and to be conducted under co-operative methods by state and federal grain officials with the certificate of inspection at these laboratories made final. The plan was favored as an equitable means for determining the protein content, if desirable, on a permissive basis, not compulsory. It was pointed out that it would be the intention to make this service efficient and also available alike to the growers and to the buyers.

PENNSYLVANIA

Allentown, Pa.—The warehouse of the Saeger Mlg. Co. was slightly damaged by fire believed to have been incendiary on Aug. 16.

Philadelphia, Pa.—William N. Hill, grain and feed dealer of Markham, Pa., was recently elected a member of the Commercial Exchange.

SOUTH DAKOTA

Seneca, S. D.—J. A. Edwards has installed a J-B Feed Mill.

Bath, S. D.—The Farmers Elvtr. Co. has leased the Empire Elvtr.

Sioux Falls, S. D.—The Sharp Elvtr. Co. has installed a J-B Feed Mill.

Seneca, S. D.—C. A. Kirkedy is now manager of the Farmers Elvtr. Co.

Scenic, S. D.—Evan Edwards of Fairburn is now manager of the Tri-State Mlg. Co.

Flandreau, S. D.—The Fleischmann Malting Co. has installed a new engine in its plant.

Isabel, S. D.—The Isabel Equity Exchange has installed a new engine in its elevator.

Humboldt, S. D.—H. L. Peterson has been re-elected manager of the Farmers Elvtr. Co.

Volin, S. D.—J. A. Jacobson has been retained as manager of the Farmers Trading Co.

Chamberlain, S. D.—The Chamberlain Mill & Elvtr. Co. has installed new machinery in its plant.

Seneca, S. D.—The South Dakota Wheat Growers Ass'n expects to build an elevator in the near future.

Richmond, S. D.—The Dean Grain Co. has installed a scale, grain dump, direct spout and new rope drive.

Pierre, S. D.—The Archer-Daniels-Midland Co. has established an office here with James Carlon in charge.

Faith, S. D.—William O'Laughlin of Baker, Mont., contemplates the erection of a 30,000-bu. elevator in Faith.

Cresbard, S. D.—The South Dakota Wheat Growers Ass'n has leased the elevator of the Farmers Elvtr. Co. for this year.

Whitewood, S. D.—The elevator and warehouse of the Tri-State Mlg. Co. has been completed and is now receiving grain.

Onida, S. D.—Large corncribs are being built at the Geo. P. Sexauer & Co.'s elevator. These and the new elevator were built by the T. E. Ibberson Co.

Randolph, S. D.—The Farmers Union Grain Co. is installing 10-ton 16-ft. Fairbanks Scales and a Strong-Scott Dump. The T. E. Ibberson Co. is doing the work.

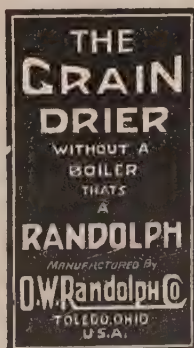
Parker, S. D.—Charles Vandewater is now manager of the Fleischmann Malting Co., taking the place of John Balk who took charge of an elevator at Marion.

Miller, S. D.—The Geo. P. Sexauer & Co. is building a 150-ft. coal shed covered with iron. The elevator is also being repaired. The T. E. Ibberson Co. has the contract.

Wessington Springs, S. D.—The Winter Grain Co. has almost completed its 24x64 ft. seed house. The company will sell all kinds of field seeds in addition to its regular grain business.

Lesterville, S. D.—The J. J. Mullaney Grain Co. has installed a Fairbanks 10-ton Dump Scale and Kewanee Dump, also repaired its dump shed. The work was done by the Newell Construction Co.

[Concluded on page 242.]



Furr & Cohee, New Richmond, Ind.

This plant is equipped with a Randolph Direct Heat Grain Drier

Farmers Got the Top Price by Selling Short.

Farmers are no longer bewildered by the intricacies of futures trading. Such course has long been advocated by the Chicago Board of Trade and other grain exchanges. It has been pointed out that a farmer, knowing approximately the size of his coming crop, could often take advantage of high future prices when they occur and sell "short," delivering his grain later when it was harvested.

A most striking example of farmer use of the futures market has just been reported. Fifty wheat growers, all representative farmers in southwest Kansas and Northern Oklahoma, formed a group and carried out a very successful hedging transaction.

Last April they were attracted by the highest level of prices reached in three years, due to conditions which at that time gave every promise of a very short wheat crop, particularly in the southwest.

They made inquiry of a country elevator dealer near Turon, Kans., as to the feasibility of using the futures market to obtain the prevailing record price for their prospective wheat crop.

So rapidly did results of this discussion travel among wheat growers in that territory that soon the plan was being watched with great interest. The fifty farmers, who expected a total production of 200,000 bus. in about twelve neighborhood counties bordering the two states hedged their growing crop.

"Virtually the entire transaction was consummated in the closing days of April when the Kansas City July price reached \$1.60 $\frac{1}{4}$, the highest in three years," says a Kansas City editor, commenting on the deal.

"The closing price of the market Saturday was \$1.23 $\frac{3}{4}$, giving the investors a profit of as much as 42 $\frac{1}{2}$ cents a bushel more than their

neighbors if the contract had been closed that day. The basis of the contracts offered a premium of 4 cents a bushel for No. 1 hard wheat, with 11 percent protein and 1 cent for each $\frac{1}{4}$ per cent variation in protein up or down.

"With virtually all arrivals here grading No. 1 hard wheat and using as an example 13 per cent protein, these farmers would receive \$1.66 $\frac{1}{4}$ a bushel, basis Kansas City.

"The high price was assured through the short selling of 200,000 bushels of Kansas City wheat, in which contracts were made to deliver a similar amount of wheat from the new crop harvest.

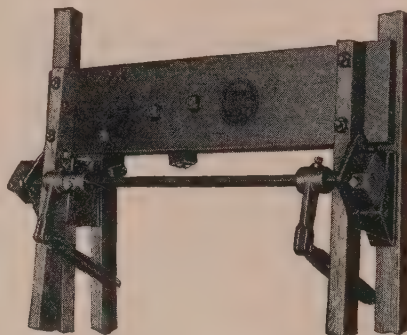
"Some of the country elevators active in encouraging the 200,000 bushel trade, included the Farmers Elevator Co. of Castleton and Sterling, Kans.; the Pretty Prairie Co-operative Grain Co. and the Turon Elevator Co. Many individual farmers also hedged their new crop wheat, in the peak of the market, but they are not included in the group of fifty. John R. Meister, Alida, Kans., farmer, hedged 2,000 bushels here and a 3,000 bushel prospective crop was hedged by C. D. Brueggman of Wakefield, Kans.

"The increased farmer participation in the futures market is regarded by dealers here as an important step that will bring home to the grower the necessity of this important and basic cog in the century old system of grain marketing."

An Improved Safety Manlift.

Manlifts save so much time and labor in the elevator that they are now in general use in all modern plants and as might be expected some men have been injured riding them. With the recent improvements any able bodied person may ride the manlift in perfect safety. This may not be true of some of the older models, but improved safety devices reduce the danger to a minimum.

The manlift shown in the engraving here-with has been equipped with foot brakes and safety brakes which have a large surface to



High Tension Springs to Snap Brakes Against Guides.

come in contact with the guides when they set and which absolutely hold. The safety especially has been improved, as the old safety used to be on only one side of the car, whereas it is now a brake on each side of the car which immediately sets should for any reason the rope which holds the large counter weight break.

The shaft which operates the foot brake and the one which operates the safety brake are both square, making it impossible for the levers to slip on the shafts and render the brakes useless. Two heavy springs with high tension on each brake force the brakes against the guides, which makes a positive operation in case the large counterweight should happen to drop or the cable break. The wedge action is such that the heavier the load the tighter it holds.

The sheave over which the weight rope runs is fitted with roller bearings to insure ease of operation, and the cab is substantially made of selected lumber to give long service.

Four equalizing weights of 5, 10, 15 and 20 lbs. are furnished, giving a range of 50 lbs. in the weight of the rider.

Insurance men who have inspected this manlift have proclaimed it "A real safety manlift," and have given it their hearty approval. Additional information will be supplied on request addressed to the manufacturers, the Strong-Scott Mfg. Co.

Rise and Fall of the Wheat Pools.

For four years the percentage of the wheat crop of the United States, marketed thru centralized associations, or wheat pools; has been declining. The first of the big regional wheat-marketing organizations was the Washington Wheat Growers Ass'n, formed in 1920, which, with the Idaho and Oregon pools, marketed approximately 11,400,000 bus. of wheat during the 1921-22 season. This quantity was 1.4 per cent of the 1921 crop. The following season there were 11 ass'n's which marketed 2.5 per cent of the crop.

Twelve centralized ass'n's in the 1923-24 season handled more than 27,000,000 bus. of wheat or about 3.4 per cent, which is the high figure up to the present time. Since 1924 the percentage has declined from 3.4 per cent to 1.4 per cent, as will be noted below:

Marketing season	Active ass'n's (number)	Wheat marketed by pools (bus.)	Per cent marketed by pools
1921-22.....	3	11,400,000	1.4
1922-23.....	11	21,900,000	2.5
1923-24.....	12	27,100,000	3.4
1924-25.....	10	27,900,000	3.2
1925-26.....	9	16,800,000	2.5
1926-27.....	9	17,500,000	2.1
1927-28.....	8	12,000,000	1.4

The pools which were active for the 1927-28 season are those serving wheat producers in Minnesota, North Dakota, South Dakota, Nebraska, Kansas, Oklahoma, Texas and Indiana. The North Dakota ass'n includes some Montana growers among its members and the ass'n with headquarters at Indianapolis is serving the soft wheat growers of Indiana, Illinois, and Ohio.—From Aug. 18 Bulletin on Co-operation, by U. S. Dept. of Agriculture.

Since the Federal Government compiled the foregoing statistics the Indianapolis pool has authorized members to dispose of their wheat thru other channels.

Herbert Hoover on Farm Relief.

Speaking at West Branch, Ia., Aug. 21, Herbert Hoover, candidate for president on the Republican ticket, said, on the question of aiding agriculture:

In a half century the whole basis of agriculture has shifted; we have improved seed and live stock, we have added a long list of mechanical inventions for saving labor; we have increased the productivity of the land. And it has become a highly specialized business. There is no longer one industry called farming, but in fact a dozen industries.

A large number of occupations which were conducted on the farm in old days are now conducted in the factory. That is one reason why we have a decreasing proportion of our people on the farms.

By this revolution the American farmer has become enmeshed in powerful and yet delicate economic forces which are working to his disadvantage.

In my acceptance speech ten days ago I made an extended statement upon the legislative proposals for relief to the agricultural industry which the Republican party has put forward in its platform.

The federal farm board is to be set up with the necessary powers and resources to assist the industry to meet not alone the varied problems of today, but those which may arise in the future.

Organization of Marketing.—My fundamental concept of agriculture is one controlled by its own members, organized to fight its own economic battles, and to determine its own destinies. Nor do I speak of organization in the narrow sense of traditional farm co-operatives or pools, but in the much wider sense of a sound marketing organization.

Against Equalization Tax or Subsidy.—It is not intended to put the government into the control of the business of agriculture, nor to subsidize prices of farm products and pay the losses thereon, either from the federal treasury or by a tax or fee on the farmer.

In formulating recommendations for legislation to carry out the proposals, I trust that we may have full assistance of the leaders of agricultural thought.

I am not insensible of the value of the study which sincere farm leaders have given to this question of farm legislation. They have all contributed to the realization that the problem must be solved. They will be invited into conference.



Improved Manlift with Square Shafts Operating Wedge Brakes.

Supply Trade

H. M. Soars has recently been appointed New England representative of Sprout, Waldron & Co., with offices in Portland, Me.

Atlanta, Ga.—The Richardson Scale Co. recently opened an office in this city under the management of E. C. Mott.

Does advertising benefit you? Yes, more than the advertiser, whose gain is chiefly in money. Anything advertised must add to your pleasure or welfare, or it cannot succeed.—Barron Collier.

Chicago, Ill.—W. D. McLean, long with the Pillsbury Milling Co. and the W. H. Stokes Milling Co., is now with the Wolf Co. He has opened an office at 205 W. Wacker Drive and will look after the interests of his company in Illinois, Indiana, Ohio and Michigan.

Paint Swindlers Plan of Action

One concern, I am told, operating eleven companies, sends a man out to sell roof paint. He makes the sale. The material is poor and the price three times higher than standard black roof paint. The customer complains. A second salesman goes out, under another company name, says he wants to interest the man in roof paint. The man explodes, tells his story. The salesman sympathizes, but says, "No wonder—they're crooks," and sells him the same stuff over again. The experience is repeated several times. The employees cannot sign a letter—it must always be a typewritten signature to avoid liability.

Such concerns purchase from a legitimate manufacturer a coal tar paint for as low as 30c per gallon in barrel lots and sell it under their name for \$2.00 per gallon with a sweeping ten-year guarantee. The salesman promises anything. The house never recognizes complaint.

Another interesting thing is that just such concerns as these fall right in line with all arguments against "cheap paint." Of course, they can do that because of the exorbitant prices they charge. They try to justify their price with their extravagant guarantees, whereas the consumer is actually being swindled right and left.—L. W. Wolcott before the Natl Paint, Oil and Varnish Ass'n.

Japanese wheat crop is officially estimated at 33,000,000 bus., compared with 31,000,000 last year. The quality is extremely poor, and a higher percentage of foreign wheat than usual will be required for blending purposes.

Shippensburg, Pa.—A new type of corn borer has been found in this territory by several farmers after they discovered that their corn crops were being destroyed. The worm is similar in many respects to the European Corn Borer, but is larger. Instead of eating thru the heart of the corn stalks, it cuts the stalks under the ground, causing them to break off and die. State officials have been notified and specimens sent to Washington, D. C. The worms have been reported in two sections of Cumberland and Franklin counties.

Cotton pools marketed less cotton the past year than for the preceding season. Preliminary figures from 16 active associations indicate total deliveries as being about 66% of those of the 1926-27 season and about 62 per cent of the 1925-26 deliveries. The percentage of the total 1927-28 crop handled by these 16 pools was 6.5 per cent, which is the smallest percentage since pool cotton marketing was undertaken on a large scale in 1921. The pools handled 9.1 per cent of the 1925-26 crop. This does not prove a growing popularity of the pool system of marketing with the cotton growers.

Savings Resulting from Displacing Plain with Ball Bearings.

Tests sometimes will show almost no apparent power saving with anti-friction bearings, although all of the conditions indicate that the savings are there. It has been found that this is generally due to the motor having been overloaded when plain bearings were used. When ball bearings were installed, the motor speeded up to normal and the power saving was shown in increased production as a result of speeding up the machines.

As a matter of fact, in many instances the increased production will probably mean greater returns than the saving in power.

Power saving is by no means the only economy and is, in fact, frequently less important than others. Reduction in power, oil, and labor required, and increased production are considered as direct savings whereas other economies such as reduced starting and peak loads, cleanliness, continuous operation and so on, are reckoned as indirect and sometimes incalculable savings.

Ball bearings are frequently installed primarily to eliminate breakdowns of other bearings due to dirt, heavy loads, high speeds, and severe service conditions, with power saving as incidental. Headshafts and heavily-loaded jackshafts are examples of such an application. Saving in maintenance is also one of the most important factors.—The Dragon.

Rice and Its By-Products Gaining Favor.

By E. D. RUSSELL OF ARKANSAS BROKERAGE Co.

Rice is grown on a large scale in four different states of the United States, namely, Arkansas, Louisiana, Texas and California. Rice growing in the United States started at Charleston, S. C., many years ago, there is still some rice grown at Charleston and there are small crops in certain sections of Tennessee, Mississippi and Missouri. In round figures, the North American crop of rice is 40,000,000 bus.

Recently rice has been placed on the market in the form of prepared food. It is now puffed and flaked, the later form is on the market in what is known as the clean rice, that is, after the grain is milled down to the white product, it is steam-cooked and flaked. There is also on the market a rice flake from the brown rice which is the whole grain all of the milling necessary before flaking is to knock the hull off which leaves the bran and the polishing on the grain. This form is considered wholesome and contains all of the chemicals necessary for human food, the same as whole wheat.

The rice bran represents about the same product as bran from wheat and the rice polishings represent what we commonly call gray shorts. These are used extensively or as extensively as their limited production will permit for dairy feed and general mixed feed purposes.

It will be noted in comparison with wheat mill feed, the feeding values of these products are somewhat higher and in one experiment conducted at the Government station, it was found that rice bran fed to swine produced flesh \$1.45 per hundred pounds cheaper than wheat by-products.

Future trading is considered gambling in Czecho-Slovakia, and under existing laws is entirely prohibited. Consequently several wire houses, among them several American brokerage houses, have suffered losses when Czecho-Slovak customers declined to honor their obligations. The matter has been taken up with the Ministry of Agriculture by the Prague Produce Exchange, without avail. As a consequence, heavier margins will be required in the future. The farming interests, states a report from Consul General A. C. Frost, Prague, have no objections to marginal trade.

Rubber Belt Maintenance.

Treatment and Cleaning. Slipping of a new belt may be due to the white sulphur powder which sometimes accumulates on the surface in the natural process of "blooming." It may be removed by washing with soap and water, or by light rubbing with a gasoline soaked cloth or waste. As a rule, however, this powder will disappear after the belt has been in service a short time. Its removal increases adhesion between the belt and the pulleys.

Because of its permanent flexibility and pliability, rubber belting does not require regular dressing or treatment. If the surface becomes glazed and hard, it can be softened by a very light application of vegetable castor oil or boiled linseed oil. Care should be taken not to use too much, since too liberal an application will not only make the belt slippery, but will damage the rubber. It is best applied by holding waste or cloths, moistened with the oil, against the inner face of the belt. If belt dressings are used, it is important to avoid dressings containing mineral oil or grease, and dressings containing rosin. Any lumps or uneven accumulations of dressing or dust should be removed from belts time to time.

The better qualities of rubber belting as manufactured today are not susceptible to rapid deterioration. It is advisable however to give some attention to storage conditions. Light is the most destructive factor in its effect on rubber, particularly direct sunlight. Belts should not be stored in hot places nor in wet places.

Some large users have found it a valuable time saver to erect a rack along the wall of a store room on which rolls of belt can be mounted and unreel easily when belt lengths are to be cut.

Lafayette, Ind. — The Kennedy Drug Store is exhibiting an Indiana stalk of corn 15.8 ft. tall, two ears with whiskers. We challenge Iowa to beat it.—A. E. Hartley.

GRAIN DRIERS

for

COARSE GRAINS,
SEED CORN,
BEANS,
PEAS, ETC.

ROTARY DRIERS

for

MEAL, GRITS, STERILIZING PACKAGE GOODS, ETC., AND GRANULAR PRODUCTS OF ALL KINDS.

We would be pleased to correspond with you.

ELLIS DRIER WORKS

Division G. L. M. Corp.

1223 S. Talman Ave., Chicago
210 N. 13th St., Philadelphia, Pa.

Field Seeds

St. Joseph, Mo.—The capital stock of the Mitchellhill Seed Co. has been increased from \$50,000 to \$100,000.

Ellensburg, Wash.—A \$40,000 seed and hay loss was suffered as the result of a recent fire by Comstock-Arvidson Co.

Rockford, Ill.—Condon Bros., field seedsmen, are erecting a new building to meet the demands of a rapidly increasing business.

Eaton, O.—Eikenberry Bros. Co. has opened another seed and feed merchandising outlet here. Branches are also maintained at Hamilton and Collinsville.

Worthington, Minn.—A 50x100 ft. warehouse is now under construction for the Worthington Seed Co., to increase materially its handling and storage facilities.

Buhl, Ida.—A new warehouse equipped with the latest seed cleaning machinery has been completed by the Buhl Seed & Grain Co. in time to handle the new crop.

Tell City, Ind.—Arthur Hinton has opened a seed and flour business here. Mr. Hinton has had much experience merchandising seeds, and an equally large following.

Richmond, Va.—The capital stock of the Virginia Seed Service has been increased from \$100,000 to \$500,000. James A. Hill is president and George A. Jackson the secretary of the company.

Kentland, Ind.—Work has started on the new four-story corn drying and seed plant for the Ainsworth-Boone Co. The site will be removed from that on which the fire-burned ruins of the old plant stood.

A South Dakota Seed Council was organized Aug. 1 at a meeting of seed dealers, state college representatives, growers, etc., held at Huron, S. Dak. Plans for the organization were presented by A. J. Ogaard, executive secretary of the Farm Seed Ass'n of North America, Chicago.

Cincinnati, O.—George McCullough, manager of the retail department of the J. M. McCullough Sons Co., and connected with that field and garden seed house the past 45 years, died at the age of 65, on Aug. 4, of heart attack. His widow, four daughters, and three sons, George, Robert, and J. Charles McCullough, survive him.

Much agitation against the planting of hard winter wheat in Ohio is being started by the University of Ohio Department of Agriculture. Soft wheat is recommended, because of its higher yield and consumption demand. It is pointed out that as estimates indicate Ohio will produce nearly 10,000,000 bushels of wheat in the present crop that there is no necessity of going outside of the state for seed. The problem of distribution is being worked out by all agricultural factions.

Imports and Exports of Seed.

Imports and exports of seeds for June, compared with June, 1927, and for six months ending with June, are reported by the Bureau of Foreign and Domestic Commerce as follows:

	IMPORTS.		6 mos ending June	
	1928	1927	1928	1927
Alfalfa, lbs.	110,658	9,300	381,144	3,140,604
Red clover, lbs.	.....	.....	4,837,720	6,688,263
Alsike, lbs.	.....	.....	4,735,317	3,355,673
Crimson clover, lbs.	.....	.....	74,952	1,743
Other clover, lbs.	231,502	183,282	2,165,441	2,090,995
Vetch, lbs.	249,168	16,412	5,250,891	4,675,154
Grass seeds, lbs.	833,853	486,006	3,750,958	3,514,795
EXPORTS.				
Alfalfa, lbs.	9,280	6,485	287,001	738,526
Red clover, lbs.	1,890	9,467	274,411	601,334
Other clover, lbs.	1,709	200	240,859	147,749
Timothy, lbs.	352,799	131,266	7,886,212	6,878,528
Other gr. seeds, lbs.	90,927	61,345	1,788,075	1,105,183
Other field seeds, lbs.	187,250	75,801	1,682,191	1,230,710

Chatham, Ont.—Nelson Stringer, Canadian seed merchant, passed away at his home last month at the ripe old age of 76. He was formerly a member of the firm of Tighe & Stringer, also of Stringer & Colby. A branch was operated at Potterville, Mich., at one time. His widow, two daughters and a son survive. His son, C. E. Stringer, will continue the business.

Chicago, Ill.—Chas. D. Boyles has retired as chairman of the board of directors of the Albert Dickinson Co. Frank Lukes has been elected pres., Geo. Hutchison, treas., Homer R. Blodgett, sec'y. Albert Boyd Dickinson has been advanced to a vice presidency, the other vice pres., being A. D. Heffron, Harry Faust, H. A. Abbott and Geo. Hutchison, all of whom have been with the company many years. No changes have been made in the heads of the company's various departments nor in the personnel of the branch offices.

Phoenix, Ariz.—The Capital Fuel & Feed Co. has purchased the Phoenix Seed & Feed Co.'s business. The Five Points Seed & Feed Co., long owned and operated by the Capital company, will be merged with the Phoenix Seed & Feed Co., under the new name of the Capital Fuel & Feed Co.—Seed and Grain Department. Headquarters will be maintained in the quarters formerly occupied for the past 28 years by the Phoenix Seed & Feed firm. Terris A. Manley, who has served both seed firms during the past ten years, will be manager of the combined businesses. Alfalfa seed and Bermuda grass seed will be specialized in.

Warning against contamination of seed wheat was issued to Ohio and Indiana farmers by B. B. Benner of Indianapolis, recently. Because of the general lack of success with soft red winter wheat, Mr. Benner fears wheat containing garlic and onion bulbs may be shipped into the two states for seed. Warning was also issued against corn cockle. The Indiana Millers Ass'n Bulletin points out that in some parts of Indiana, Southern Illinois, Pennsylvania, Maryland, and some other states, where soft winter wheat grows, little good seed wheat can be obtained. "Better sow no wheat than the kinds that contain noxious weeds, garlic, etc., for once sown there is practically no way to get rid of it."

Ohio Seed Wheat Warning.

We ask all grain men to be careful of wheat they sell for seed. Pennsylvania has a good crop and it is being offered freely in Ohio, but this wheat is badly infested with garlic and onions, and if this kind of wheat is planted in Ohio it will take years to eradicate it.

Also be careful of any two red wheat from a terminal market, unless sold for seed purposes, as federal grades permit of 10% of hard or other varieties of wheat in two soft red winter wheat. Hard winter and spring wheat is selling at a big discount under soft winter and some farmers may be inclined to sow this variety but the yield is light and the premium for soft winter so much greater that farmers should be encouraged to sow home grown wheat whenever it is possible to obtain same.

Hard winter and mixed soft and hard should be bought at a discount under two red soft winter wheat. At the present time number two northern spring and two hard winter wheat is selling at about Chicago September price, F. O. B. 28½¢ rate to N. Y.—W. W. Cummings, Sec'y, Ohio Grain Dealers Ass'n.

Members have been released from their contract this year with the Indiana Wheat Pool, it is understood. Elevators in Indiana have been advised that the membership of the Pool are now at liberty to sell their wheat outright. Evidently the pool managers wish members to secure a maximum return from their labor.

New Seed Trade Marks.

The Whitney-Eckstein Seed Co., Buffalo, N. Y., has filed trademarks Ser. Nos. 267,881 and 267,882, for field seeds, consisting of the following letters, "CITY PARK" and "GREENVUE."

Occidental Seed Co., Salt Lake City, Utah has filed trademark Ser. No. 226,366. The mark consists of a mountain sketch accompanied by the words "Brand, Seeds, Idaho-Utah Mountain Crown," for field seeds and seed grains.

Copper Carbonate for Seed Wheat.

The carbonate of copper treatment of seed wheat to prevent stinking smut or bunt has in a few years become firmly established as the best. It does not injure germination. The treated seed is dry, will not be damaged by freezing and can be stored indefinitely until used. The copper carbonate is not satisfactory for the loose smut of wheat or for the smuts of oats and barley. One advantage of the copper carbonate treatment is that treated seed often germinates better than the untreated seed.

Application of the copper carbonate is simple. It is only necessary to bring the carbonate dust into intimate contact with the grains of wheat, to which the dust will adhere sufficiently to give adequate protection.

Three ounces of the dust is generally used for each bushel of wheat and thoroly mixed. The mixer is turned until all of the dust has adhered to the seed. All cracks in the mixer should be tightly sealed to keep the dust from leaking out.

Copper carbonate is poisonous, like the more familiar copper arsenate, or paris green, so that when treating seed the nose and throat should be protected by a dust mask.

Directory

Grass and Field Seed Dealers

One line, one year (24 issues), \$10.00.

AMARILLO, TEXAS.

Hardeman-King Co., field seed merchants.

BALTIMORE, MD.

Wm. G. Scarlett & Co., wholesale and merchant.

CHICAGO, ILL.

Johnson, Inc., J. Oliver, field seeds.

CINCINNATI, OHIO.

McCullough's Sons, The J. M., field and garden seeds.

CONCORDIA, KANS.

The Bowman Seed Co., wholesale field seeds.

COUNCIL BLUFFS, IOWA.

Council Bluffs Seed Co., seed corn, nothing else.

CRAWFORDSVILLE, IND.

Crabbs Reynolds Taylor Co., grass and field seeds.

FT. WAYNE, IND.

Kraus & Apfelbaum, field seed dealers.

KANSAS CITY, MO.

J. G. Peppard Seed Co., field seed merchants.
Rudy-Patrick Seed Co., field seed merchants.
Tobin-Quinn Seed Co., Missouri Blue Grass.

LIMA, OHIO.

Ackerman Co., The, wholesale grass field seeds.

LOUISVILLE, KY.

Louisville Seed Co., clover and grasses.

MILWAUKEE, WIS.

Courteen Seed Co., field seeds.
Kellogg Seed Co., field and grass seeds.
North American Seed Co., wholesale grass & field seeds.
Teweles Seed Co., L., field and grass seeds.

MINNEAPOLIS, MINN.

Northrup King & Co., field seeds.
Minneapolis Seed Co., field seed merchants.

ST. JOSEPH, MO.

Mitchellhill Seed Co., wholesale field seeds.

ST. LOUIS, MO.

Cornell Seed Co., field-grass-garden seeds.
Mangeldorf & Bro., Ed. F., wholesale field seeds.

Rust Resistant Wheat.

A rust resistant variety of wheat has been developed in the government laboratories at Winnipeg, Man., and experiments are now being made to obtain by hybridization a variety that will give a satisfactory yield per acre and have sufficient gluten strength. For these experiments two or three years will be required.

Purkoff Wheat Not Wanted.

Up to this time we have had reports on but few lots of Purkoff wheat as harvested last year, but such as we have had indicate the quality and character of the wheat is far from satisfactory. A few cars have been shipped and they are reported to have graded "mixed." Sometimes the hard grains predominate and sometimes the soft, hence the unsatisfactory condition.

Buyers who have so far received this wheat are buying it as "mixed" wheat and in many cases claim the grain is very inferior in flouring and other qualities. The Michikoff is more consistent in character, but it is considerably mixed. It is believed that the Michikoff is much less objectionable than the Purkoff, but that depends on its freedom from mixture with other varieties.

We still think it highly important that millers make a determined stand and effort to get varieties of soft wheat for seed and discourage the further growing of Purkoff.—Indiana Millers' Ass'n.

The Deutsche Getreide-Import und Handels G. m. b. H. (German Grain Import & Trading Co., Ltd.), Berlin and Hamburg, is in financial difficulties owing to speculative sales of corn totaling 10,000 tons, of which only 3,000 could be covered. The price difference on the uncovered portion is \$48,000.

Books Received

FARM SEED ASS'N'S, proceedings at the 20th annual convention have been published in a paper-covered pamphlet of 100 pages by Clarence K. Jones, sec'y, Baltimore, Md., and is of great and permanent interest to anyone engaged in the field seed trade.

DUST EXPLOSION Prevention by Inert Gas reports tests of the use of flue gas in the prevention of explosions in an oats hull grinder. By reducing the normal percentage, 21, of uncombined oxygen present in air to 13.7 per cent by substituting flue gases for part of the air within the grinder the explosions were prevented. Bulletin No. 74, by Hylton R. Brown, Bureau of Chemistry, U. S. Dept. of Agriculture, Washington, D. C.

MARKETING HIGH PROTEIN WHEAT by E. J. Bell, Jr., assistant in agricultural economics, fairly presents its subject with chapters on "History of Protein and Premixus," "Determining Market Value of High Protein Wheat," "Storing Wheat on the Farm," "Storing Wheat at the Elevator," "Shipping Wheat Direct to Terminals," and "Buying Wheat on a Protein Basis." Bulletin No. 213, University of Montana Agricultural Experiment Station, Bozeman, Mont. Illustrated, 40 pages.

WHEAT FLOUR AND DIET, by C. O. Swanson, Ph. D., head of Department of Milling Industry, Kansas State Agricultural College. Altho wheat flour has been used as a food for man for untold ages, and at the present time constitutes one-third of the total food of the people of the United States, there is available comparatively little information on it outside of technical publications. Wheat flour has often been subjected to misrepresentation by certain people who are interested in a particular phase of nutrition. Among the chapter titles are: "The Comparative Importance of Wheat Flour as a Food," "Wheats Used in Making Flour," "Food Constituents of Wheat Flour," "Requirements of a Diet," "The Rational Place of Wheat Flour in the Diet" and "Wheat Flour in Relation to Health." Nineteen illustrations are contained in the book; 197 pages. Published by the MacMillan Co., New York.

Cutting Down Wiring at Connections is Dangerous.

Wires sometimes have a diameter too great to go into the lugs making the connections because the electrician happens to have handy no lug large enough. By cutting off some of the wires forming the cable the smart aleck can use the smaller lug, and when he is thru the poor job is covered up beyond detection.

Even when the overheating due to the choked connection starts a fire or burns out the wiring this bad workmanship sometimes goes undetected. At one elevator in Indiana, however, where the entrance wiring, meter and meter transformers had all burned up a careful investigation disclosed the true cause of the alleged electrical fire.

The wiring was all in conduit and the cabinets tight. The transformer and the entrance conduits were grounded. The wiring came through a section of conduit to the entrance switch, then directly into a cabinet where the meter and transformers were located. The line split here and a set of fuses protecting a 50 h. p. circuit were also in this cabinet. The other circuit ran thru a 3-foot section of conduit to another cabinet where other fuses were located.

All the wiring thru the entrance switch, meter cabinet, and for about eight inches inside the conduit to the second fuse cabinet was burned. No fuses were blown. There were no "burned" spots on the fuse or switch terminals that would indicate lightning.

When the power men came with a new meter and untaped the connections the cause of the burn-out was laid bare. The entrance wire was a 37 strand cable of No. 11. The electrician hadn't had lugs large enough to accommodate that cable so he had just cut off the outer 18 strands. These connections being heavily overloaded had heated and the insulation gradually disintegrated to a point in the conduit where the wires touched. Then a short developed which was of sufficiently high resistance not to blow the fuses but did burn the instruments and the insulation.

New Zealand growers have formed a pool with a capital of \$243,000, which organization it is hoped will eventually embrace all of the wheat producers of the Dominion. This voluntary pool will attempt to control the marketing of the wheat and to stabilize prices. This is being done in face of the fact that New Zealand wheat growers have been receiving higher prices than have ruled in Australia, where a pool has at times been favored. So long as New Zealand produces wheat in excess of home needs the price will be controlled by the foreign demand.

Lack of compensation to farmers for cleaning up in areas infected by the European corn borer has made virtually no difference in the total number cleaning up in 1928 as compared with 1927, according to the Department of Agriculture. During the 1928 campaign over 95 per cent of the farmers in infested states cleaned up corn debris voluntarily and without reimbursement.

Insurance Notes.

Hot bearings have cost the Grain Dealers Fire Ins. Co. \$638,000 in 25 years. This loss and the waste of power can be eliminated by the installation of anti-friction bearings.

When protection against lightning costs but \$50 and is returned by credits allowed in the insurance premium no grain dealer can afford to take the chance of being put out of business by the burning of his elevator by fire started by lightning.

Solder composed of tin alloys or other metal fusible at comparatively low temperatures is not suitable to hold together the ground and bond wires and the iron covering of the elevator. The solder melts at the first discharge of lightning and throws the grounding connection out of service.

The Western Grain Dealers Mutual Fire Insurance Co. had a meeting of the full Board of Directors of the Company at its Home Office in Des Moines, Ia., on May 24th and 25th, at which time the officers of the Company reviewed the work of the Company for the first four and one-half months of the year. The report of the officers to the directors showed an excellent increase in volume of business, as compared with the business of the preceding year, the increase being about 24%, while the losses were much less than those of the preceding year.

Fire Insurance an Asset to the Insured.

FROM ADDRESS BY H. E. WILSON, GENERAL AGENT MICHIGAN MILLERS MUTUAL FIRE INS. CO. BEFORE MICHIGAN GRAIN, FEED & HAY DEALERS ASS'N.

Capital alone can insure capital. Both mutual and stock companies must therefore make accumulations out of the contribution of their policyholders if they are to perform their function properly. In fact from the point of view of economic theory the difference between mutual and stock insurance companies is of no significance. Capital is invested in the business of insurance for the same purpose that any other investment is made. In a mutual company the gain or profit outside of that necessary to protect the amount at risk accrues to the insured as insurers instead of accruing to the members of a stock company.

The early histories of some of these first ventures in fire insurance contain some curious and interesting features. Some organizations devised metal house plates which were securely fastened to all buildings covered by their policies. They then employed and equipped their own fire department for extinguishing fires in only those buildings covered by their policies.

These house plates, however, soon gained a much broader meaning than first anticipated. They not only indicated to the public that the building was insured, but that it was also under the protection of the company's fire department and the property owner, therefore, stood less chance of losing his property by fire and in case of serious loss would not be financially ruined. They soon became a sort of basis for credit and were of sufficient value from this standpoint, that they are still used in some foreign countries and were commonly used in our Eastern states up to about 25 years ago.

Your fire insurance on both buildings and stock helps to establish your credit at your bank and in your community. Your banker will in most cases insist on holding your insurance policies as security for loans. This is one of the most important functions of fire insurance today. This feature combined with the reduction of the burden of risk to the individual and the engineering, fire prevention and insurance auditing services given by the companies specializing on your class make their relation with the hay and elevator business an indispensable one.

FIRE



can quickly consume your business, which has taken years to build up. Fire Barrels at strategic places throughout your elevator provide good protection against this menace.

Write for particulars relative to our better Fire Barrels and High Test Calcium Chloride which prevents freezing and evaporation.

Carbondale Fire Protection Co.
Carbondale, Penn.

Supreme Court Decisions

Check on Collecting Bank is not Payment.—The delivery to a bank of a check on itself, to which bank a draft with B/L attached is sent for collection and remittance, does not amount to a payment, although the maker of the check has sufficient funds on deposit with such bank to meet it, if the bank is insolvent and the check is not paid.—*Baker-Evans Grain Co. v. Ricord*. Supreme Court of Kansas. 267 Pac. 14.

Mortgagee's Consent to Sale Releases Grain Buyer.—In an action by a mortgagee to recover the proceeds of mortgaged grain from one who purchased from the mortgagor, the evidence considered, and held, sufficient to sustain a general verdict which included a finding that the mortgagee released the grain and consented to payment therefor to the mortgagor.—*Slocum v. Delia Grain Co.* Supreme Court of Kansas. 266 Pac. 739.

Measure of Damages for Conversion by Warehouseman.—In action for conversion of cotton against defendant warehouseman, instruction that the "measure of damages in a case of this character is the value of the property, converted with interest thereon, and the jury may, not must, the jury may give the highest value of the property converted up to the time of the trial," held proper.—*Jordan v. Hudgens*. Supreme Court of South Carolina, 143 S. E. 811.

Actual Damages Due to Error of Telegraph Co.—In action against telegraph company for damages on account of failure to deliver telegram, evidence relative to damage claimed to have resulted from loss of contract for sale of beans, failing only to show that plaintiff had a contract, but affirmatively showing that there were several conditions necessary before contract would have been entered into, held insufficient to authorize submission to jury.—*W. U. Tel. Co. v. Trinidad Bean & Elevator Co.* Supreme Court of Colorado. 267 Pac. 1068.

Grain Company May Issue Warehouse Receipts on Own Grain.—"Any grain dealer*** in this state who receives grain for storage or shipment, or both" (Comp. St. 1922, § 7224), may voluntarily accept the terms of this Public Warehouse Act by substantial compliance therewith, undertake its burdens and secure its benefits and thereby become a "public warehouseman," possessing all of the powers and subject to all the liabilities therein provided and contemplated. The public thereafter deal with him in that capacity. Under this act the right of a "warehouseman" who has complied with the requirements thereof to issue warehouse receipts on his own grain in storage in his own "public warehouse," and to secure his own indebtedness, is recognized and approved.—*First Nat. Bank of Lincoln, Lincoln, v. Lincoln Grain Co.* Supreme Court of Nebraska. 219 N. W. 192.

Holder of B/L a Preferred Creditor of Failed Bank.—Where a bank accepts for collection a draft with B/L attached, with instructions to deliver the B/L upon payment of the draft, and remit the proceeds, the relation of principal and agent is created, and continues to the completion of the transaction. In such case, where the bank remits the proceeds by its own draft, and becomes insolvent before the draft is paid, the holder of the B/L is entitled to have the amount of the remittance established as a preferred claim against the assets of the collecting bank; it appearing that cash in an amount sufficient to pay such draft was in the possession of the bank on and after the collection, and that the same passed into the hands of the state bank commissioner.—*Motherhead, State Bank Commissioner, v. Excello Feed Milling Co., of St. Joseph, Mo.* Supreme Court of Oklahoma. 267 Pac. 833.

Lien for Feed.—Company furnishing hay and grain for use for feeding and maintaining horses of subcontractor working on railroad right of way had no lien against railroad for value of feed furnished, where railroad failed to take and file bond.—*Hanson v. Silver Lake Ry. & Lumber Co.* Supreme Court of Washington. 268 Pac. 881.

Landlord's Title to Grain.—Under lease whereby tenant agreed to haul grain after threshing to place specified by landlord, and landlord was to deliver to tenant three-fourths of crops, and providing that indebtedness from tenant to landlord should be payable at time of delivery and division of crops, and that landlord could hold enough of crops to repay advances made to tenant, title to grain raised by tenant remained in landlord until after division thereof, and after landlord had been paid amount due him from tenant, and tenant had equitable interest subject to landlord's lien. Where landlord, under lease, had title to grain raised until after division and payment of tenant's indebtedness to him, and tenant delivered grain to elevator company, and elevator company sold grain and sent landlord proceeds of his share, and applied proceeds of tenant's share on tenant's indebtedness to elevator company, and paid balance to tenant's mortgagee without authority, landlord could recover from mortgagee and elevator company for conversion.—*Levoy v. First Nat. Bank of Wetonka.* Supreme Court of South Dakota. 220 N. W. 142.

Seller to Protect Buyer of Bran Out of Condition.

The McEnery Co., Erie, Pa., plaintiff, v. I. B. Swanson Co., Minneapolis, Minn., defendant, before the feed arbitration com'tee of the Grain Dealers National Ass'n, composed of J. H. Caldwell, J. A. Canfield and M. C. Burns. This case grew out of the sale by I. B. Swanson Co., on April 28, 1927, of twenty tons of bran at \$34.25 and six tons of standard middlings at \$33.50 per ton delivered Pittsburgh rate, points for prompt shipment.

Shipment was made on May 10, car G. W. 26062. It arrived at Ripley, N. Y., on May 21, 11 days after it was shipped. On starting to unload the car, after its arrival at Ripley, it was found to contain 48 bags of bran that was in a heating condition, but the buyer, thinking that if only 48 bags were out of condition he would accept the car, he proceeded to unload it. It was discovered, however, on May 27, six days after the car was unloaded, that practically the whole car had heated and some of it was getting sour and moldy.

The buyer at once notified the shipper by telegraph. He did not receive a reply from the shipper until June 2. Instead of replying by wire, the shipper wrote the buyer on May 31, which the buyer received on June 2. According to the evidence submitted, the bran was discovered to be spoiling very rapidly, and the buyer took immediate steps to make disposition of it. Two hundred ninety-eight bags were sold at a reduction of 85 cents a hundred and 21 bags at 35 cents a hundred. There were four bags on which the buyer did not realize anything at all, making a total loss of \$267.10. There were 77 bags on which there was not any loss.

Your com'tee is of the opinion that the buyer acted in good faith in the entire transaction and we feel that the shipper should reimburse him for his loss. We, therefore, find in favor of the McEnery Co. and award it the amount of its loss, \$267.10, and assess the charges of this arbitration against the I. B. Swanson Co.

The Hudson's Bay Co. will soon open an additional 400,000 acres of its land in northern Alberta for colonization. Approximately 250 British families will be settled thereon before this coming spring and the wheat acreage will again be increased.

Senator Curtis on Farm Relief.

In accepting the nomination for vice-president, Senator Chas. Curtis at Topeka, Kans., Aug. 18, said:

The question of the proper relief for agriculture is a trying and perplexing one. The problem is of deep-seated economic importance to every citizen without regard to his occupation or his political party. Properly, its solution is and always should be nonpartisan.

I am convinced that if a small joint committee of the house and senate were appointed to study the problem and to find its proper solution, the necessary relief quickly could and would be afforded. The com'tee could be assisted in its task by the advice and experience of the most capable experts on the subject whose services can be obtained.

The Agricultural Problem in the Political Campaign.

Herbert Hoover's speech, in reference to the more material problems and their solution, is that of a powerful brain, trained in the successful and systematic solution of vital questions.

We can take no exception to the recommendations which we find this year in both party platforms, and which are dwelt upon by Hoover in his speech, as to the necessity for the producers in our country being represented through a Federal Farm Board (on which we hope and expect there will be strong and experienced representatives from the ranks of the agricultural marketing and manufacturing interests) with powers within constitutional and legal limits, to regulate their production, marketing and surpluses.

These recommendations also embody the use of funds from the public treasury (which we hope and expect will be available to all, including dealers in agricultural products), in order to finance worrisome surpluses if necessary, at times as they may occur, and furthermore, the development of cheaper transportation by the effective improvement and use of our waterways, harbors, etc. Also a close study of our marketing system, with a view of eliminating waste and unnecessary effort, which, to whatever extent it can be done, would strengthen the position of the market man and the manufacturer, and result in public benefit.

Co-operation.—In his treatment of co-operation, Hoover does not give the monopoly of same to the agricultural producers, as has been done too much in the past. Co-operative ideas in our country have been largely copied from small European countries such as Denmark, the size of which is not larger than many single counties in our country and whose population is no greater than that of the City of Chicago. We have contended that these ideas of co-operation were not adaptable literally to our country, and that, in their application in the past, much good that might have been done for our farmers has been deterred and held back.

Now comes Herbert Hoover with his ideas of co-operation in a wider sense, in which all can share, applying co-operation as he does, not alone to the agricultural producers, but to the market men and food manufacturers as well—in other words, to business. I predict that we will see a new era, brought about by a new principle in business, which, by many, has been called "co-operative competition," and that business, both large and small, will be more intelligently governed and advised in the future, so as to eliminate the maximum amount of waste and unnecessary effort, and thus benefit the producers and consumers, and strengthen our own position in a permanent way.

Herbert Hoover, in his speech, laid stress upon the value of ass'n work—the good that can be accomplished by trade ass'ns in order to secure for their members the highest degree of efficiency, the least interference from oppressive rules and regulations, and the greatest security for the individual member, so that he may maintain himself without undue worry as to the future.—W. F. Jensen, pres., Federated Agricultural Trades of America.

Grain Claims Bureau, Inc.

Box 687, Station A. Champaign, Ill.

Freight claim savings of \$100.00 or more per year, are worth making. Audits are made on a percentage basis; no other costs whatever. If examination of your shipping records is permitted, it will save you money.

W. S. Braudt
Aud. and Treas.
Champaign, Ill.

Harry J. Berman
General Counsel
Chicago, Ill.

Grain Carriers

Cairo, Ill.—Additional barge facilities are now under construction here.

Surplus box-cars on Class 1 railroads on July 31 numbered 137,618, a decrease of 9,464 over the previous week.

The barge "Broadway" ran aground in the New York State Barge Canal near Rochester and sank with 15,000 bus. of wheat aboard.

Panama Canal tolls for the six months ended Aug. 1 aggregated \$12,908,997, against \$12,529,945 in the corresponding period of 1927.

Bran and flour rates, which the carriers sought to increase on Aug. 15 by a reclassification arrangement, were temporarily ordered unchanged until March 15, 1929, by the Interstate Commerce Commission.

Extension of the Rock Island Lines to Stinnet, Tex., has augmented the road's grain loadings materially. Completion of the extension to Liberal, Kan., will give the line access to additional good agricultural country.

Cumulative 1928 loadings of grain and grain products maintain their lead over those of the past five years. For the first 31 weeks of 1928, ending Aug. 4, loadings were 1,368,970; 1,294,172 for 1927; 1,355,968 for 1926; 1,241,428 for 1925, and 1,308,893 for 1924.

The Dubuque (Ia.) municipal port terminal for the handling of grain, etc., is now complete, and joint rail and river rates are now said to be in effect. This barge line terminal was dedicated and tendered to the Inland Waterways Corporation on Aug. 16.

The Texas Railroad Commission has issued its Circular No. 7643 amending commodity tariff No. 2-D, for the purpose of clarification, cancels paragraph (b), thus limiting the number of milling-in-transit stop privileges to one per railroad line over which the shipment moves.

A loading record was made recently at the United Grain Growers' elevator at Fort William, Ont., when 551,000 bushels of wheat were put into the hold of the Canada Steamship Lines "Lemoyne" in 7 hours and 20 minutes. This surpasses any previous record by one hour and ten minutes.

A Columbia River barge line is being proposed again, destined to run down to Portland. Rivers in the Pacific Northwest are navigable ten months out of the twelve. With the improvement in highways and the further development of the diesel engine for such usage as the above, the movement of grain via barge is again being pushed.

Dodge City, Kan.—C. C. Isely is seeking co-operation of local grain men in getting an emergency rate on wheat to seaports in order to move some of the vast accumulations of export grades from the farms. Thousands of bushels are piled on the ground over the southwest, elevators being full. A reduction of 10c per 100 lbs. is being sought.

Three wheat-laden vessels met with mishaps in the St. Lawrence ship canal near Montreal, recently. The Illingworth and the Aldebaran collided and were locked together in the river at Varennes. The Innerton ran hard ashore at Isle Aigle, and although this vessel no longer blocks the channel, it will have to be unloaded before tugs can float it.

The Southwest Shippers Advisory Board, in announcing its next meeting to be held in Dallas, Tex., Sept. 27, says: "A bumper wheat crop was produced in the Southwest this year, but notwithstanding the big increase in the number of combine harvesters in operation over any previous year, resulting in the fastest movement of record, an adequate car supply was maintained thruout the heavy shipping period, which was due in large measure to the splendid co-operation between all interests."

Panama Canal wheat shipments were more than double during the past fiscal year, closed June 30, compared to those of the previous year. The total was 3,035,884 tons, which figure is nearly 15 per cent of all of the Atlantic-bound cargo for the year. Of this amount, 1,901,241 long tons originated in Canada, 1,124,588 in the U. S., and 10,055 tons in other miscellaneous areas.

An instance of rapid transit of wheat which has enabled the trade to handle the unusual early rush of grain, illustrative of the "service" now being given by the carriers, is a car loaded by R. R. Gilmore of Tecumseh, Neb., at four one afternoon which was shipped, inspected and sold before ten the following morning on the floor of the Kansas City Board of Trade. That's speed!

Cars loaded with grain and grain products during the week ending Aug. 4 totaled 55,809, an increase of 3,970 cars over the corresponding week last year, but 3,002 cars below the corresponding week in 1926. Loadings the preceding four weeks were: 55,265 for July 28; 55,247 for July 21; 53,445 for July 14; and 43,218 for July 7. In the Western districts alone, loadings during the week ending Aug. 4 totaled 40,528 cars, an increase of 8,138 cars above the corresponding week in 1927.

Five new records in freight service were established in the first five months of 1928 by the Class 1 railways, in five out of ten selected items of freight service operating averages. New records, since 1920, were reported for gross trainload; gross ton-miles per train-hour; car-miles per car-day; number of cars per train; and pounds of coal per 1,000 gross ton-miles. In the following five items, better records were made for the five-month period in individual years previous to 1928; net ton-miles per mile of road per day; net trainload; net ton-miles per car-day; average carload; and per cent of loaded cars to total.

Sioux City, Ia.—Harry Snyder and associates of Chicago have bot 7,000 acres of land in Woodbury county for a sum exceeding \$700,000. Snyder is president of the Square S Land & Cattle Co. of Meeker, Colo., and will use the land as a feeding and finishing ground for his Colorado cattle.

Wildwood, N. J.—Harry Solof has been given judgment against the Arcady Farms Milling Co. for failure to deliver a balance of 53 tons on a contract for 100 tons of cracked corn. The original contract called for delivery during January, February and March, 1924, but was extended, and on July 1, 1924, the plaintiff ordered the remaining tons shipped. The defense was that the contract had been canceled.

I. C. C. Activities.

D. A. Stickell & Sons, Hagerstown, Md., have won some of their contentions for additional thru routes to eastern and southern destinations with transit at Hagerstown on grain ground into feed.

In 18626 Examiner Brennan condemns the rate adjustment on grain and products of the L. & N. R. R. Co. as unreasonable to the extent that the rates exceed rates based on Class 12 prescribed in Southern Class Rate Investigation, in 113 I. C. C. 200. The adjustment covers grain from points beyond Ohio and Mississippi River crossings transited at Birmingham, Ala., and reshipped to points on the L. & N. south and west of Flomaton, Ala.

In I. & S. 3123 the Commission has suspended from June 18 until Jan. 18 schedules as published in supplement No. 5 to C. B. & Q. I. C. C. 16687. The suspended schedules propose to restrict the present rates from C. B. & Q. stations in Nebraska and Kansas to Hamilton and Kidder, Mo., so they will apply on wheat, corn, oats, kafir corn, barley, rye and spelt, and products of these commodities only, leaving higher combinations of local rates to apply on other grain articles.

More Time to Pay Freight Charges.

Under the amendment of Mar. 4, 1927, to the Transportation Act the Interstate Commerce Commission has power to prescribe other than prompt payment of charges.

Accordingly the National Industrial Traffic League has petitioned the Commission for a rehearing on ex parte No. 73, with a view to having the times for payment of freight charges changed from the present regulation of 48 hours for cash and 96 hours for credit to 96 hours for cash and 192 hours for credit payment.

Silk and paper made from cellulose converted from cornstalks became more of a reality on Aug. 22, when the Cornstalks Products Co. opened its plant at Danville, Ill., for making the first conversion. The farmer reaps a benefit of around \$5 an acre. The company cut and hauled stalks for a radius of 50 miles around Danville, so that upon commencing operations some 300,000 tons were on hand.

HESS PNEUMATIC GRAIN DRIERS

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For twenty-five years this drier has led all others in efficiency, economy and convenience. Made in various sizes, suitable for all grain drying needs. Tell us your wants.

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Feedstuffs

Wilson, La.—R. E. Thompson is erecting a mixed feed manufacturing plant.—P.J.P.

Arcadia, Wis.—Andrew J. Kamla died recently. He operated the Arcadia Feed Mills.

Delton, Wis.—The feed grinding capacity of the plant of Timme Bros. is being increased.

Lovelock, Neb.—New equipment is to be installed in the alfalfa meal mill operated by W. Layton.

Falls City, Neb.—The Falls City Milling Co. recently installed molasses mixing equipment in its plant.

Jennings, La.—The Miller Warehouse and Milling Co., Inc., will erect a \$60,000 stock feed manufacturing plant.—P.J.P.

Salem, Ind.—S. G. Ellis has purchased the Perise Mill, which is now in use as headquarters for his feed and grain business.

Winchester, Tenn.—Feed manufacturing equipment is about to be installed in the newly erected plant of the Oak Grove Milling Co.

Springfield, Ill.—Joe Schafer & Sons have completed their elevator and feed-mixing plant. The mill has a capacity of 25 carloads daily.

Taylorville, Ill.—The interests of J. D. Mitchell in the Taylorville Feed & Flour Co. has been acquired by Barnstable & Shaper, now sole owners.

Gulfport, Miss.—R. E. Johnson, well known in southern feed manufacturing circles, plans on erecting a new feed manufacturing and fertilizer plant here.

Augusta, Ga.—Machinery has been installed by the Southern Milling Co. for grinding Johnson grass hay for use as a filler in the cheaper grades of feeds.

Minneapolis, Minn.—The annual picnic of the Northwestern Division of the American Ass'n of Cereal Chemists was held out on the Minnesota River on Aug. 18.

Memphis, Tenn.—The Marianna Sales Co. has increased its capital stock from \$25,000 to \$100,000. This organization is the selling agency of a number of cottonseed mills of the South.

Cairo, Ill.—The new plant of the Arkmo Cotton Seed Mill is practically completed, destined to commence operations with the opening of the season. Thos. Roacke has moved to Cairo to take charge.

Earnings from grindings for twenty Northern Ohio elevators for the past three years have averaged \$1,025 in 1926; \$1,497 in 1927, and \$1,789 in 1928. Operating expenses increased in proportion to earnings.

A free poultry clinic and educational one-day short course was recently furnished the public at Ashtabula, O., by the Kelley Feed & Grain Co. Lectures and demonstrations by a specialists on poultry diseases were given.

Council Bluffs, Ia.—The Scofield Feed & Seed Co. has purchased a large building, at a cost of \$11,000, which will be remodeled and equipped to permit expansion of the company's rapidly growing feed manufacturing business.—P. J. P.

Minneapolis, Minn.—The Orleans Warehouse Co., Inc., has been incorporated with a capital stock of \$50,000, to manufacture, buy, sell, store and deal in mill feeds and mill products, grain products, etc., by A. M. Blaisdell.

Sanders, Ky.—E. T. Williams, former general manager of the C. H. Wade Mill at Georgetown, Ill., plans on engaging in the wholesale feed and flour business here.

Sioux City, Ia.—Wm. Hanson and Albert Naeve will utilize the recently purchased "Morningside" elevator in conjunction with the operation of the Bills Feed & Mineral Co.

Minneapolis, Minn.—Preliminary work has already been started on a \$126,000 warehouse addition for the Ralston-Purina Co. This structure will cover an area of 55x92 ft., and will measure 150 feet high. Storage capacity for about 500,000 bushels is provided for.—P. J. P.

Aurora, Ill.—The Aurora Flour & Feed Co. has filed articles of incorporation, with a capital stock of \$12,000, to manufacture feeds and flour of all kinds. Walter and Martin Donselman, Joseph Stout and Raymond Graver are back of this new enterprise.

Each year country grain elevator operators lose thousands of dollars thru defaulted feed contracts or because of technicalities of contracts. Some of these feed firms who default are still in business and operating in the same way.—Maney Bros. Mill & Elevator Co., Minneapolis, Minn.

Tomahawk, Wis.—Nearly a hundred members and wives of members of the Central Feed Dealers Ass'n met here for a three-day meeting and week-end outing. A joint banquet, put on by the dealers of Rhinelander, Merrill and Tomahawk, featured the Saturday evening entertainment.

Beaumont, Tex.—J. F. Coffey has been named to take charge of a federal rice grading station, where farmers may have their rice graded, thus enabling the growers to standardize their marketing. Practically all of the growers have agreed to abide by the standards of the grading station.—P.J.P.

East Omaha, Neb.—The plant of the defunct Omaha Alfalfa Milling Co. has of late been acquired by the Union Feed & Milling Co., at a figure placed at \$27,000, for the purpose of manufacturing a complete line of commercial feeds. W. B. Roberts and W. T. Burns, Omaha grain men, have organized this \$50,000 project.

Beans that might have been the product of Jack's famed bean stalk were exhibited recently by R. A. Pitman of Atlanta, Ga. Many of them measured as much as 30 inches in length. Mr. Pitman said that he planted only 12 seeds of a German bean variety to grow on his garden fence and that the yield was a bushel of mature beans.

Ellensburg, Wash.—The Ellensburg Feed Mills suffered a \$15,000 fire loss to its properties here earlier this month. W. H. Pope & Co., feed and hay dealers lost \$8,000 in the same conflagration and White-Dulaney Co., which firm is controlled by the Fisher Flouring Mills Co., lost \$25,000 on its grain and other warehouse stocks and buildings.

Argentine corn imported into British Columbia by a large dealer in poultry supplies and cattle feeds, totaled 551,000 bushels between July 26 and Aug. 10, according to a report from American Consul H. S. Tewell. Two vessels were chartered for the purpose. The annual imports of Argentine corn into this Province amount to between 472,000 to 787,000 bushels.

Jamestown, N. Y.—The semi-annual meeting and outing of the Mutual Millers & Feed Dealers Ass'n is scheduled for Aug. 31. At least 100 or more are expected from Western New York and Pennsylvania. As usual, the business session will occupy the first morning at the Hotel Jamestown, followed by a luncheon, an outing on Chautauqua Lake in the afternoon and a banquet at the hotel that night.

Minneapolis, Minn.—The American Pop Corn Co. will remodel its frame plant. The improvement is estimated at \$1,500.

Wildwood, N. J.—Harry Solof has been given judgment against the Arcady Farms Milling Co. for failure to deliver a balance of 53 tons on a contract for 100 tons of cracked corn. The original contract called for delivery during January, February and March, 1924, but was extended, and on July 1, 1924, the plaintiff ordered the remaining tons shipped. The defense was that the contract had been canceled.

The entire output of real molasses produced during the recent 1928 grinding season has been sold, indicating the heavy demand for this ingredient in mixed feeds. At the beginning of 1928 it was estimated in Cuba that there was a carry-over of 27,000,000 gallons from the 1927 production. The output of 1928 is placed by trade sources at 211,000,000 gallons. All but 2,000,000 of the estimated 230,000,000 gallon production of next year has already been contracted for.

A process of separating in concentrated form the antirachitic principles of cod liver oil has been discovered by Dr. Theodore F. Zucker, of the department of pathology of Columbia University, also consulting pathologist for the National Oil Products Co. During the experimental work which led to the discovery of this new concentrate, another rather astounding discovery was made, namely, it developed that not all oils are potent, and many that look pure and are palatable do not contain much antirachitic potency, while on the other hand some badly smelling dark cod liver oils are very potent. By this new process the antirachitic principle can be extracted, put into a palatable medium, and the original oil released into industrial channels at its original valuation.

St. Joseph, Mo.—Preliminary work has been started on the \$75,000 expansion program at the plant of the Famo Feed Mfg. Co. The foundation has been laid and construction begun on one unit of two large storage buildings. This will be 60x40 ft., one story, of corrugated iron and will be used for the storage of hay. The other building, to be started shortly will be one story of brick construction, 110x40 ft., and will be for the storage of bag products. Work will be started in the near future on a modern mill and elevator, the latter to be 100 ft. high of concrete construction with 50,000 bu. capacity. The laying of 700 ft. of additional railroad trackage, which will enable the handling of 35 carloads at one time, has just been completed. A combination elevator and feed manufacturing mill will be started immediately upon completion of the storage units.

Pennsylvania Feeding Stuffs Report for 1927, Department of Agriculture Bulletin No. 458, gives a table showing results of chemical analyses and microscopical examinations of official samples, classification of samples analyzed and summary of deficiencies, etc. There were 925 of the 973 official samples which represented guaranteed shipments and the results of analyses of these, compared with guarantees, show that 68, or 7.4 per cent, failed to meet their guarantees to the extent of 1 per cent or more in protein and .50 per cent or more in fat. This proportion of deficiencies was practically the same as reported for 1926 and 1925 inspections and also less than those noted for several preceding years, showing that the variations from guarantees have been low and normal. There were 29, or 3.1 per cent, of the samples deficient in protein alone, 35, or 3.8 per cent, deficient in fat alone and only 4 samples in which both protein and fat were less than claimed. The largest proportion of deficiencies were found in the Proprietary Dairy Feeds and Chop Feeds. Copy of this report may be had by writing to the Department at Harrisburg, Pa.

Soy Beans in Feeds.

Soybean seed has 664 pounds of digestible protein per ton, according to Henry & Morrison's "Feeds & Feeding." This is 276 pounds more than cowpeas, its closest competitor. Also three times the protein content of any other commonly grown Illinois farm grain and more than four times the protein content of corn. This would indicate that soybeans can well be utilized in the corn belt to supplement the corn ration, states Bulletin 310, "Soybean Production in Illinois," University of Illinois Agricultural Experiment Station, Urbana, Ill.

The milling value, and indirectly the compo-

sition or feeding value of soybean oil meal, varies somewhat with the variety of bean processed, the soil on which the beans are grown, and the method of extraction.

Continuing, investigators are practically unanimous in their conclusions that it is feasible to substitute soybean seed for at least a portion of the nitrogenous concentrate in feeding cattle, hogs and sheep. Among the common nitrogenous feeds soybeans rank next to cottonseed meal in digestible protein. They have a protein content equal to linseed oil meal and in quality of protein are said to be superior because they contain more of the amino acids which are necessary for growth. Neither soybeans nor soybean meal is equal to tankage in swine feeding trials. It is possible, however, to use either the seed or the meal as a substitute for a portion of the tankage requirement.

In many cases the value per unit of feed consumed is so nearly the same as that of the concentrate to which it is compared that the difference cannot be said to be significant. Another point which one cannot afford to overlook is the fact that the soybean, when properly used, is almost uniformly good for all classes of livestock, as well as relished by them.

In Illinois experiments, ground soybeans and linseed oil meal proved equally valuable, pound for pound, as protein supplements for milk production, but they did not prove so palatable as soybean oil meal. Soybean oil meal and cottonseed meal of approximately the same protein content were practically equal in value for this purpose. The Ohio Experiment Station has likewise found soybean oil meal and linseed oil meal practically equal in the rations of dairy cows, the soybean oil meal showing 2 per cent better milk production than the linseed oil meal.

Progress of Federal Hay Inspection.

By Edward C. Parker, U. S. Bureau of Agricultural Economics.

From an address delivered before the National Hay Ass'n at Ft. Wayne, Ind.

From 1922 to 1925 the expansion in the inspection service was slow and the details of no great interest. During this period the Department devoted the greater part of its efforts in hay work to standardization research and very little to inspection. One of your ex-presidents, who had had long experience on your grades committee, Mr. Maurice Niezer, collaborated with the Department for 6 months in this research work, and many conferences and demonstrations with reference to grading problems were held with committees of producers, dealers, and consumers throughout all the important hay States and markets. As a result of this work, official standards for timothy and clover, alfalfa, prairie, johnson and mixed hay were promulgated by the Sec'y of Agriculture in September, 1925. In July, 1927, additional standards of grass hay were promulgated. Prior to the season of 1926-27, the Department men in charge of hay standardization and inspection had practically no time to devote to educational and demonstrational work.

Beginnings of Federal Inspection.—Under voluntary agreements for federal inspection, 14,365 federal certificates were issued during the government fiscal year ending June 30, 1926. During the fiscal year which closed June 30, 1927, 17,161 certificates were issued, or an increase of 19% during that year. During the fiscal year which closed June 30, 1928, 29,343 certificates were issued or an increase of 71% over the previous year. The records for the past year include inspections on all receipts at Kansas City from Jan. 3 to June 30, 1928.

Inspection at Sixteen Markets.—The federal hay inspection service is now operating in 16 terminal markets, the most important of which are Kansas City, Chicago, Denver, Birmingham, Houston, and San Antonio. It will be inaugurated Sept. 1 of this year at Omaha, and arrangements are now pending in several other markets. Licensed inspectors are stationed also at 19 important shipping points, and at 26 U. S. Army posts. The total number of designated and licensed inspectors is 74, of whom 12 are employees of the U. S. Department engaged in supervisory or research work. Federal-state hay inspection agreements are in force in 6 states and 17 states have adopted the U. S. standards as an official State standards.

Pioneers in Inspection.—The utmost commendation and praise must be accorded to Willis Bullock and his associates for their idealism and their practical efforts in organization, as well as to this Ass'n for its sincere efforts during the period 1895 to 1920 to promulgate and establish national hay standards and inspection. The work done was distinctly constructive and has made its mark in the history of American hay commerce.

Mandatory Inspection Not Contemplated.—We are often asked whether the Department program contemplates a mandatory hay standards act similar to the grain standards act. Our answer always has been the same; namely, that we, who are your public servants in the Department of Agriculture, are not endowed with legislative powers. Sometimes we are called upon to advise and counsel in legislative matters, but we do not initiate legislation.

Changes in Hay Business.—The hay business has undergone, and is now undergoing, radical changes. The trade in timothy and prairie hay has diminished, and will continue to diminish, but the trade in alfalfa, clover, soybean, and lespedeza hays, as well as in alfalfa meal, is increasing. Total carlot movements have not decreased in recent years and there is a new and extensive business in truck shipments about which we know little statistically.

The new hay business that is maintaining the carlot movement is a trade that is largely in the leguminous or protein type of forage. The customers are largely dairy cow, sheep and cattle feeders, engaged in new and specialized types of livestock farming. Some of you can continue in the Southern hay business and in the city horse trade but many of you are already out of such commerce or will be forced out.

The new type of hay customer is going to be a more exacting type than the old type stable boss. He knows more about forage, he demands shipments that will meet his special requirements, and he is not going to purchase large quantities of protein forage in substitution for mill feeds unless he can buy under definite grades that will assure him a reasonably uniform product.

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Contains valuable formulae and suggestions on feed ingredients, proportions, etc.

Price \$4.50, f. o. b. Chicago.

Grain Dealers Journal

309 S. La Salle St., Chicago, Ill.

New Trade Marks for Feedstuffs.

E. Steen & Bro. have filed trademark Ser. No. 267,149, the words "GOLDEN GOOSE," accompanied by the drawing of a goose. The drawing is lined for gold. The mark is descriptive of scratch feed for poultry, chick starter, laying mash, growing mash, chick feeds, whole grains, mixed grains, ground grains, and cracked grains.

Adulterations and Misbrandings.

Memphis Cotton Oil Co., Memphis, Tex., shipped 160 sacks of misbranded cottonseed meal into Colorado, deficient in protein content. On Jan. 16 the federal court imposed a fine of costs and the execution of a \$500 bond, conditioned in part that it not be sold or otherwise disposed of contrary to law.

Home Oil Mills, Decatur, Ala., shipped 180 sacks of misbranded cottonseed meal into Pennsylvania, deficient in protein content. On Jan. 11, the Ashcraft-Wilkinson Co., claimant, had product released to them in federal court upon payment of costs and the execution of a \$1,000 bond conditioned in part that it not be sold or shipped unless relabeled to show 2½ per cent less protein content.

Hogan Millfeed Co., Kansas City, Mo., shipped 1,000 sacks of adulterated and misbranded shorts into Mississippi, according to federal allegations. On Dec. 5, 1927, the Gober's Great Eight Milling Co., Jackson, Miss., claimant, costs were imposed and the product taken down under bond conditioned that it be used in the manufacture of other feed, and a decree of condemnation and forfeiture entered by the court.

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Custom Grinding.

A. L. Reidel of Saginaw before Michigan Grain, Feed & Hay Dealers Ass'n:

In buying a new grinding machine, among the many things to be considered are its capacity, power consumption, cost of installation and the cost of operation as weighed against the probable earnings or receipts.

One territory may warrant an investment in an expensive machine of one type, and another territory an inexpensive machine of another type. No matter the type selected, in my opinion it is not a success if the income does not pay the cost of labor, interest on investment, repairs, depreciation, power consumption, and overhead as well as a reasonable rate of interest on the investment.

The item of depreciation is one that is very important, and also one that I think the most of us prone to disregard. It is my observation that the efficient life of the ordinary machine is not to exceed 10 years. True, one sees machines much older still going, and possibly doing good work, but usually at the expiration of 10 years, in this day of rapid changes and more efficient methods, even if it is still going, a machine becomes so antiquated on account of new and more modern methods that the advisability to continue with the old is questionable. Thus it is important that proper and sufficient depreciation be figured an item of expense. And so you will appreciate, the greater the investment the greater the depreciation, and as follows the greater the cost of operating. For not only in custom grinding but in the conducting of business in general costs must be kept down consistent with volume.

Properly Locating the Grinder for the most efficient operation and service is important. I believe it should be, if it is at all possible, located at some place in plant where the receiving of grain and beans will not interfere with customers coming in with grinding, or vice versa. One will be well repaid for a little time and study spent in properly locating his machine or machinery. Farmers now, as you know, and the rest of us are no different when we go into the other fellow's place of business, demand almost instant attention when coming to your place to trade. It follows that the party rendering the most satisfactory and efficient service will get the lion's share of trade. I have seen, and it has frequently been mentioned, that many farmers, after being waited on, will stop to visit, but we are all more or less like that and, anyhow, what's the difference? That's what we are there for. Now, this irritates some elevator operators and their help, but if you would be successful at custom grinding, humor them in this little, human trait.

We all know or should know that a good operator with only average equipment can do work that will excel that of an inefficient, careless and indifferent workman having at his command the best and most expensive equipment.

Put one man in charge of your grinder and make him responsible to you for its efficient operation; know that he is thoroughly familiar with the machine or machinery. If he is a new man, see that he is properly instructed by thoroughly training him yourself or turning him over to someone you know to be thoroughly capable in educating him. A little time spent at properly instructing a new employee as to how you want your work done, trade treated, etc., will pay big dividends.

Even though the remuneration from custom grinding is small, you cannot afford in this day and age, with the keen competition, high-powered salesmanship and so forth, to have anyone in your employ meeting the trade, as must your grinder operator, excepting one who will meet them well, if their good will and patronage is to be retained.

An Ignorant Worker.—Incidentally the need for frequent checking up on your employees is recalled to mind by an incident at a certain country elevator. Several years ago I was walking thru this plant looking around, as I enjoy doing, and came upon one of the workmen apparently testing the work of an Oxford polisher. I inquired what polishing ingredients he used. He answered by asking what I meant. I replied: "What do you use in your polish to polish the beans? Bran, midds, corn meal or what?" Whereupon he replied: "Why, I never put anything into it; I didn't know it was necessary." And it developed upon further conversation with this workman that he had been operating this machine for a period of over four months, spending some of his time comparing samples in and out to see the class of work the machine was doing. That was the worst case of ignorance that I ever came in contact with in the elevator business, and clearly demonstrated the need for knowing each man's ability and experience, the necessity for checking up on new employees.

Decrease in Cattle on Feed.

Washington, Aug. 13.—The estimated number of cattle on feed in the United States on Aug. 1 as a percentage of the number on feed Aug. 1, 1927, is as follows: Ohio, 85; Indiana, 85; Illinois, 90; Iowa, 92; Missouri, 100; South Dakota, 100; Nebraska, 95; Kansas, 105. Eight states (weighted) 94.3.—U. S. Dept. of Agriculture.

Mixing Private Feed Formulas.

Elevators in an increasing number in diversified farming sections are adding batch mixers to their feed grinding equipment. Evidence is in the news pages of GRAIN DEALERS JOURNAL and in the installations at elevators from which these items arise. So far the surface of this field has hardly more than been scratched, but as more dealers realize its possibilities the scratching point is rapidly being passed.

Responsibilities for this development rest almost as much on the demand among small farmers and feeders for the mixing of private formulas to supplement home roughage as upon the desire among the dealers to create, prepare and merchandise feeds of their own. The demand has developed of its own accord. In many places dealers were unprepared for its growth.

When the first requests came in they prepared a place on the warehouse floor and endlessly turned the required ingredients with the aid of a shovel until mixing had been accomplished. Thorough mixing cannot be accomplished in this way without prohibitive costs for labor. The solution has been and is the batch mixer.

Dealers using these machines usually charge 10 cents per hundred straight on all jobs of mixing. In the most progressive plants the machines are so situated that ground products from the grinder can be elevated direct into them and the completed formula sacked or run into the wagon in bulk after the mixing has been accomplished. Making the operation continuous cuts down the costs and saves time for both the farmer and the dealer.

Feeders and farmers who have become acquainted with the work done by these machines express decided preference in spite of the charge, since they do so much more thorough work than can be accomplished with hand mixing. Farmers who have practiced hand mixing find it cheaper to use the dealers' machinery than to continue the practice.

Grain dealers have found mixers a source of additional revenue because they encourage the sale of concentrate ingredients. Formulas can be so readily prepared with them that farmers who formerly came to the elevator for their grinding only now ask that a sack of tankage, or linseed meal or other ingredient be mixed in.

If a farmer has timothy hay he will want to use a different kind of supplement than if he has alfalfa or clover hay. A supplement different from either can be used to advantage if the livestock are on pasture. With a batch mixer the grain dealer has the flexibility to meet the specific feeding problems that arise in his territory. In doing so he not only increases his revenue but broadens his field of service and becomes a more influential factor in his community.

The kind of feed given a steer, hog, dairy cow, sheep, or fowl, determines the amount of vitamins in the various products manufactured for human consumption therefrom. Vitamins fed the animal have an important bearing upon the vitamin content of that animal's meat, milk and eggs. Feeding meat and milk producing animals soy beans, clover, alfalfa and similar protein feeds not only produces finer animals at a lower cost but it gives the consumer a more highly vitamin "charged" carcass of beef, pork, mutton or fowl, scientists believe. Bodies of animals fed on green leguminous protein feeds should be teeming with vitamins, growth producing and life giving substances.

Saving Chicks with Milk Powder.

When a poultryman comes to the elevator man with a story how his chicks are dying of coccidiosis the dealer can help the chicken rancher to save his birds by recommending the feeding of powdered dry skim milk.

When chicks are three or four weeks old they may get droopy, listless and sick looking. The droppings may be bloody and some of the chicks will die. Before the entire flock is lost the feeding of skim milk should be started. Three measures of dry skim milk are mixed with four measures of the mash feed being used, for two to three weeks, after which the milk ration may be gradually reduced until none is fed. The effect will be immediately noticeable and gratifying.

Any dealer who is too modest to pose as an authority on curing this disease is at liberty to refer his poultry raising customers to the American Dry Milk Institute, which will send gratis a bulletin, No. 202, giving the fullest information.

J. P. PARKS MILL FEEDS

Dried Buttermilk—Linseed & Cottonseed Meal
Brokerage Exclusively
400 New England Bldg. Kansas City, Mo.
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CHICK - FEEDS

Starting and Growing Mashers
Emery Thierwechter Co.
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SHIPPERS OF

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Sulphured and Natural Oats
Barley Buckwheat and other
grains for poultry feed

ARCHER-DANIELS-MIDLAND CO.

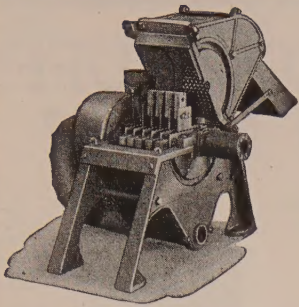
Grain Department
MINNEAPOLIS, MINN.
Elevator Capacity, 2,500,000 Bushels

FAIRMONT'S

Pure Flake Buttermilk

9 Large Plants
Excellent Service

THE FAIRMONT CREAMERY CO. U.S.A.
OMAHA, NEBRASKA



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AJACS Feed Grinders

are unexcelled for grain elevator or feed mill use. Remarkable capacities are being secured by users. Write for full details.

Manufactured by

A. E. Jacobson Machine Works, Inc.

1084 Tenth Ave. S. E.

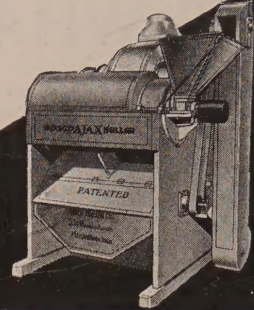
Minneapolis, Minn.

THE VALUE

OF AN ADVERTISEMENT

Depends upon placing it before the right persons. You can get your advertisements before the grain dealers of the country by using this space.

Hulls Farm Run Green Oats



THE ROSCO AJAX HULLER

Produce your own oat groats in your own plant. The profits are big — satisfaction guaranteed.

The Rosco Ajax is a complete unit for high grade work. Produces from 1350-1500 pounds of groats per hour. Yields 60-75% oat groats, depending on weight of oats. Requires only 7½ H. P. and floor space six feet square. Low operating cost. Simple to run.

Get the facts about this marvelous machine and the profit possibilities. It is possible for you to test the Rosco Ajax in your own plant—with your own grain—operated by yourself—for thirty days. Write for complete details.

ROSCO HULLER CO., Inc. 402 Market St., Marshalltown, Ia.

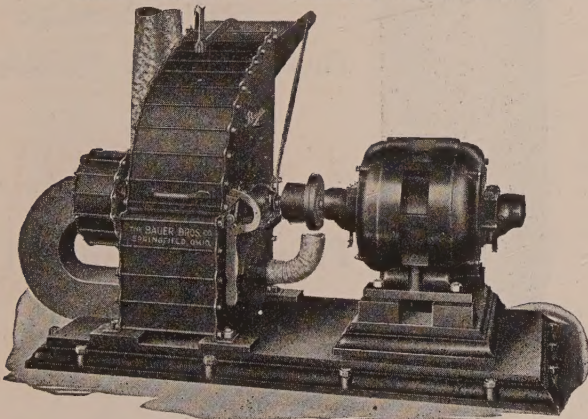
Established
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Established
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HAMMER MILL

BELT DRIVE BALL BEARING MOTOR DRIVE ALEMITE LUBRICATION



All Steel Construction. Renewable Linings. For the elevator operator who wants durability and economical performance. One-piece steel Fan encased in steel. A Hammer Mill with trouble eliminated. Built with accuracy and precision characteristic of "Bauer" Attrition Mills.

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THE BAUER BROS. CO.

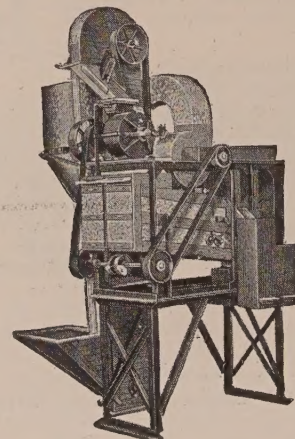
SPRINGFIELD

OHIO

HAINES CONCENTRATED DISC MILL

A grinding machine, a cutting machine, a grader and an aspirator combined in one.

Compact—efficient—inexpensive.



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THE GRAIN MACHINERY COMPANY
MARION - OHIO

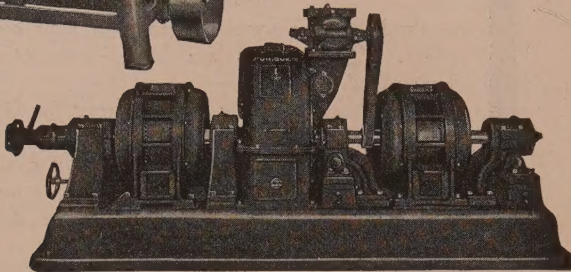
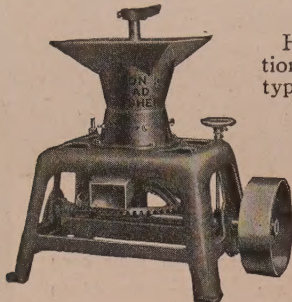
ADDITIONAL SALES REPRESENTATIVES WANTED

OF COURSE YOU HANDLE FEEDSTUFFS! BUT WHAT PROFIT DO YOU MAKE?

We can show you how to make your own feeds at a good substantial profit and also increase your business by giving better service to the farmers in your community.

FEED GRINDERS

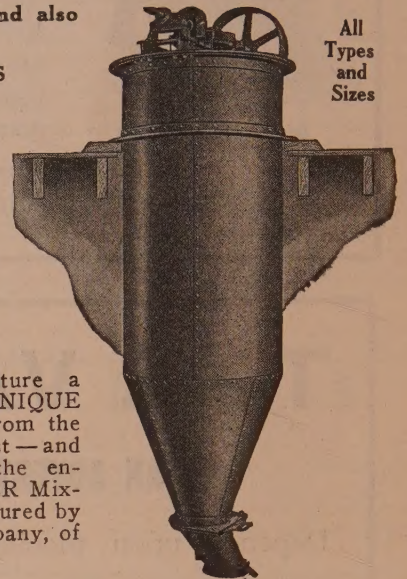
Here is a feed grinding combination which enables you to grind any type of feed the way customers want it ground. The UNIQUE attrition mill is known throughout the country as the mill that produces MORE and BETTER grinding CHEAPER.



FEED MIXERS

The UNIQUE Vertical Mixer is one of the most popular feed mixers on the market. The first cost is small — the machine is easy to install and economical to operate, and will mix all kinds of feeds at a profit for you.

We also manufacture a complete line of UNIQUE Horizontal Mixers—from the smallest to the largest—and recently took over the entire Line of GARDNER Mixers formerly manufactured by the Gedge-Grey Company, of Lockland, Ohio.



All
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Let us show you the way to greater profits in handling feedstuffs. Write us for catalogs on UNIQUE Feed Milling Machines or get in touch with our representative.

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CHICAGO OFFICE—222 W. ADAMS ST.

GRUENDLER

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We furnish complete equipment and plans for feed grinding and mixing plants.

The Gruendler Positive Mixer does its job rapidly and thoroughly. Mixing can be done either dry or with molasses—no other mixer being required.

The Gruendler Special Whirlbeater—the result of 44 years' experience in the manufacture of swing hammer grinders—delivers a superior product at greater capacity per horse power than ever before attained, and places you far ahead of competition.

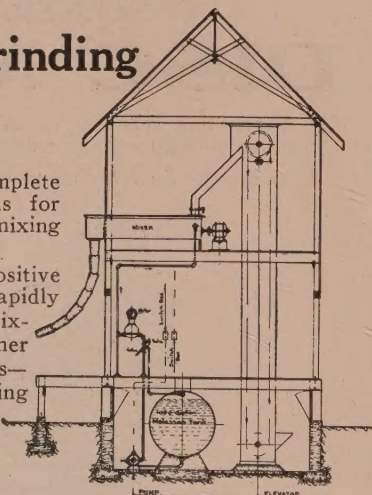
Built-in spout magnet and cast base are standard equipment.

America's Leading Hammer Mill
A Mill without a Competitor

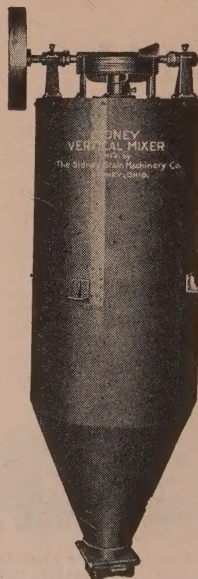
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Established 1885

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1102 Landreth Bldg. - St. Louis, Mo.



New Improved Vertical Feed Mixer



Mixes With Less Power
Anti-Friction
Roller Bearings
Thorough Mix Quickly

*Let Us
Furnish and Install
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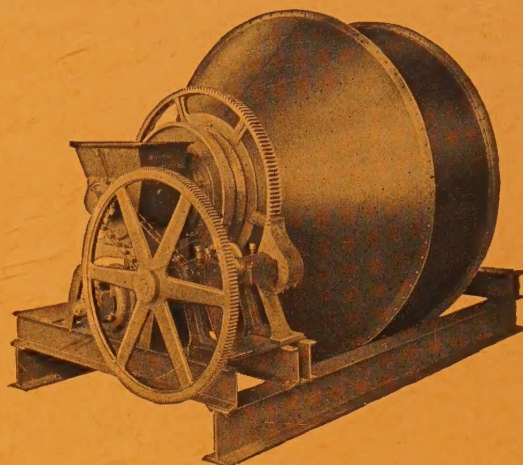
The Sidney Grain Machinery Co.
Sidney, Ohio

Complete Equipment for Grain Elevators and Mills.

"Its capacity is standard and will thoroughly mix a batch in a few minutes and cleans out clean. Other mixers we have seen are a poor excuse compared with ours."

The Michigan miller who voluntarily sent in the above statement about his Superior Batch Mixer based his remarks on practically a year's operation of the machine—nearly an expert opinion isn't it?

Why not send for catalog describing this machine and find out where it would aid your business. No obligation, of course.



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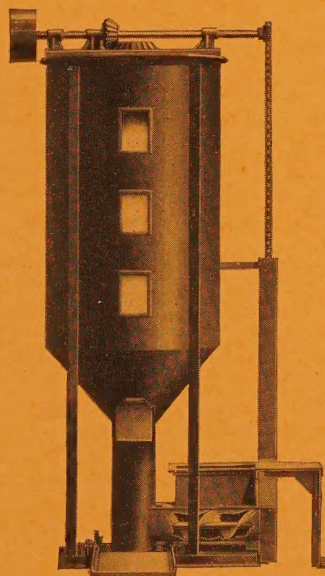
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Representatives: Strong, Scott Mfg. Co., Minneapolis, Minn.; F. J. Conrad, Cedar Rapids, Ia.; A. D. Hughes & Co., Wayland, Mich.

Also Munson Attrition mills, ear corn crushers, bolting and grading machinery, corn cutters, etc. Catalogs on request.

HAINES COMBINATION MIXER



For the thorough and rapid mixing of dry feeds for stock and poultry.

Requires minimum floor space and power — shipped completely assembled ready for operation on arrival.

Convenient — Efficient — Durable.

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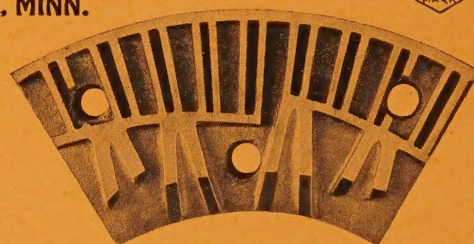
THE GRAIN MACHINERY CO.

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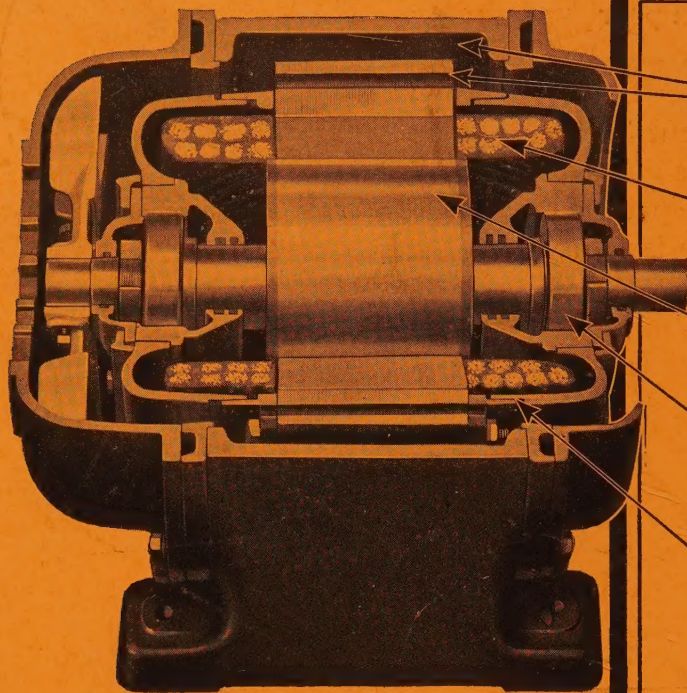


We have recently perfected a new type of an undercut Plate that has a number of exclusive features not found in any other style of Grinding Plate. We guarantee it to do more work with the same power — to last longer and give better satisfaction than similar plates on the market today.

Let us ship you a set of these plates for trial with the full assurance that they will give you satisfactory results. If they fail to perform we agree to take them off your hands and pay the freight both ways.

The fall grinding season will soon be here. Be sure that your plates are in good shape. Better order a set or two today and be safe.

No other Motor like this



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Air passes *through and over* stator laminations, removing the heat at the point where it is generated. Motor has 40-degree rating.

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SURPRISINGLY few delays in production, due to motor failure, are experienced in plants where American Motors are in use.

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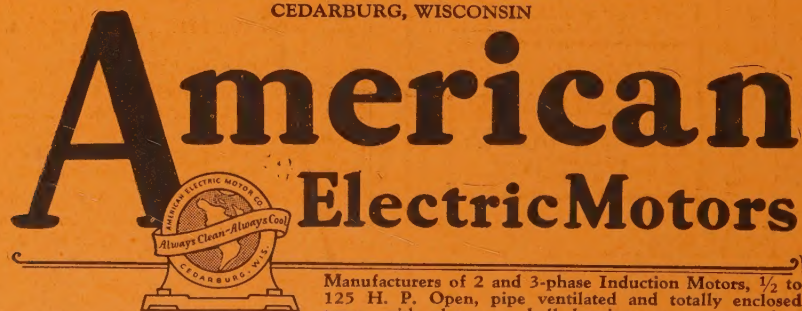
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